

**HEALTH SERVICES AND DEVELOPMENT AGENCY MEETING  
DECEMBER 12, 2012  
APPLICATION SUMMARY**

NAME OF PROJECT: Hospice Advantage of Nashville

PROJECT NUMBER: CN1208-038

ADDRESS: 545 Mainstream Drive, Suite 408  
Nashville, TN (Davidson County), Tennessee 37228

LEGAL OWNER: Hospice Advantage, Inc.  
401 Center Avenue, Suite 150  
Bay City, (Bay County), Michigan 37408

OPERATING ENTITY: Not Applicable

CONTACT PERSON: Vickie Harris  
888-739-5801

DATE FILED: August 7, 2012

PROJECT COST: \$33,250.00

FINANCING: Cash Reserves

PURPOSE FOR FILING: Expansion of applicant's current hospice service area of Davidson County to the eight county region that comprises the Nashville Metropolitan Statistical Area (MSA)

DESCRIPTION:

Hospice Advantage of Nashville is seeking approval to expand its existing hospice care agency to the eight (8) county region that comprises the Nashville Metropolitan Statistical Area (MSA). The current service area is Davidson County only. The proposed service area expansion includes Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner Williamson and Wilson counties.

## SERVICE SPECIFIC CRITERIA AND STANDARD REVIEW

### HOSPICE SERVICES

#### Need

1. Hospices shall have the capacity to admit new patients in a quantity equal to the sum of:
  - a. 55% of the mean annual number of cancer deaths in the hospice service area during the preceding two years; and
  - b. 12% of the mean annual number of deaths from all other non-traumatic causes in the hospice service area during the preceding three years.

*According to the Department of Health report that is based on 2011 data, 1,533 service area residents need hospice care; however 3,915 patients were served resulting in a net excess of 2,382.*

*The following statistics are listed in the application the applicant states contradicts the CON formula*

- Tennessee lags behind the national average of hospice deaths to total deaths by 6 points and estimates there are 578 people in the proposed service area that are denied access to hospice services as a result of the disparity
- 62% or 5,074 of all African Americans dying in Tennessee are not enrolled in hospice services as compared to 52 percent of their white counterparts
- The 2011 National Healthcare Disparities Report places Tennessee among twelve states with the lowest overall health care. The applicant states the following population subgroups had worse access measures than whites: Blacks 32%, Asians, 17%, Hispanics 63%. In addition, the applicant states poor people had worse access to care than high income people for 89% of measures.

*Strict interpretation of the criterion indicates that this application does not meet the criterion.*

2. New hospices shall be approved for Certificate of Need only if the projected need, as determined by this formula, exceeds existing service levels by 150 or more patients per year.

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*Since strict interpretation of the need criterion indicates a net excess of 2,382, it appears that this application does not meet the criterion.*

#### CON Review Criteria

1. The application shall document the existence of at least one of the following three conditions to demonstrate a need for additional hospice services in an area:
  - a. absence of services by a hospice certified for Medicaid and Medicare, and evidence that the applicant will provide Medicaid- and Medicare-certified hospice in the area; or
  - b. absence of services by a hospice that serves patients regardless of the patient's ability to pay, and evidence that the applicant will provide services for patients regardless of ability to pay; or
  - c. evidence that existing programs fail to meet the demand for hospice services for persons who have terminal cancer or other qualifying terminal illness.

*Review of the 2011 Joint Annual Report (JAR) for Hospice indicates that there is at least one existing hospice agency serving in each service area county that reports TennCare revenue and Charity Care dollars. The applicant raises a number of factors in the application including the racial disparity in hospice utilization, a statewide hospice serve under-utilization and socioeconomic disparities; however strict interpretation of the formula indicates that there is no need for additional hospice services in the service area so that it appears that this application does not meet this criterion.*

2. The applicant shall set forth its plan for care of patients without private insurance coverage and its plan for care of medically underserved populations. The applicant shall include demographic identification or underserved populations in the applicant's proposed service area and shall not deny services solely based on the patient's ability to pay.

*The applicant notes that hospice care will be primarily reimbursed by Medicare but is committed to providing approximately 2% of its care to indigent patients. The applicant states Hospice Advantage will position itself as the hospice provider of choice for consumers regardless of race, payor or ability to pay. It appears that this application meets this criterion.*

## Exception to the Hospice Formula

The applicant must demonstrate that circumstances exist to justify the approval of a new hospice. Evidence submitted by the applicant must document one or more of the following:

1. That a specific terminally ill population is not being served;
2. That a county or counties within the service area of a licensed hospice program are not being served; and
3. That there are persons referred to hospice programs who are not being admitted within 48 hours (excluding cases where a later admission date has been requested). The applicant shall indicate the number of persons.

If the need for the exception to the hospice formula is justified, then the review criteria above shall also apply.

*The applicant chooses Item 1 to request an exception to the hospice formula. As stated previously, the applicant presents contradictions in the current hospice formula including; 1) utilization disparity of African Americans in comparison to their white counterparts, 2) the proposed service area will experience double digit growth in all but one county including the double digit growth in the African American and other subgroups ranging from 13% to 34% from 2012 to 2020, and 3) the ongoing gap between the 2010 national (42%) and state (36%) hospice utilization rates. However, there are at least seven (7) hospice agencies licensed to service in each service area county and strict interpretation of the formula indicates that there is no need for additional hospice services in the service area so that it appears that this application does not meet this criterion.*

## SUMMARY:

Hospice Advantage of Nashville proposes to expand its existing service area of Davidson County to the eight county area of Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties that comprises the Nashville metropolitan statistical area (MSA). Hospice Advantage of Nashville (formerly "A Touch of Grace of Nashville") is a wholly owned affiliate of Hospice Advantage, Inc. (Note to Agency Members: A Touch of Grace of Nashville (CN0902-005) was originally approved at the June 24, 2009 Agency meeting). The applicant states Hospice Advantage is the largest privately held hospice company in the United States providing hospice services in Memphis and in the states of Kansas, Minnesota, Mississippi, Missouri, Michigan, Wisconsin, Alabama and Georgia. The applicant notes hospice services are underutilized in Tennessee leaving residents to unnecessarily die without the benefit of

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hospice services during the final stages of life. The applicant maintains the formula for determining the need for hospice services fails to recognize the variability in service capabilities and/or business models from agency to agency. The applicant stresses subgroups such as non-whites and the social-economically challenged are significantly underserved across the state and in Middle Tennessee. The applicant plans to address the under-utilization of hospice services by using their own inter-disciplinary person centered "Quality in Living" program that operates on the belief that patient's choice and the manner that they wish to live out their lives drives the patient's care plan. The applicant states since the opening of their agency in Davidson County in April 2010, it has served a total of forty (40) clients through May 30, 2012. The applicant indicated 62%, or 25 of those forty (40) patients served were non-white.

The applicant states that the location will remain at 445 Mainstream Drive, Suite 408, Nashville (Davidson County), TN. The current office space is 1,329 square feet that consists of two (2) small offices and one (1) common area. The applicant states additional space may be needed depending on the outcome of the CON hearing. The applicant plans to work with a realtor to expand current office space or move to another office within the same complex.

The applicant expects 70% of all patients will be Medicare, 28% TennCare and 2% indigent. The applicant currently has contracts with United Healthcare and AmeriGroup to serve the TennCare population.

The Department of Health Report displays two tables that show total population and TennCare enrollment by service area county. Below are highlights of the two tables:

- The 2012 total population in the service area is 1,072,115 increasing 6.3% to 1,140,190 in 2016. The rate of growth by county ranges from 5.1% in Cheatham County to 8.6% in Williamson County. The overall rate of growth for total population in Tennessee is 3.4%.
- There are 139,216 TennCare enrollees in the service area which is equivalent to 13% of the total population. The range of TennCare enrollees as a % of total population is from 4.8% in Williamson County to 18.3% in Maury County. For the state of Tennessee overall the TennCare population is approximately 18.9% of the total population.

The applicant provides a chart in the supplemental response that lists driving distances from the parent office to various locations in the service area. Driving distance/time ranges from 15.65 mile/24 minutes to Rural Hill (Wilson County) to 61.95 miles/71 minutes to Mount Pleasant (Maury County).

The Department of Health Report, page 5, displays the calculation of the current hospice formula to each of the counties in the service area. All eight counties demonstrate a

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surplus. The overall result for the service area is that 2,382 more patients received care than the need formula demonstrated:

### HOSPICE NEED BY COUNTY

County	Projected Need	Patients Served	Need or (Surplus)
Cheatham	70	173	(103)
Maury	154	390	(236)
Montgomery	216	498	(282)
Robertson	122	315	(193)
Rutherford	329	783	(454)
Sumner	249	682	(433)
Williamson	201	576	(375)
Wilson	192	498	(306)
<b>TOTAL</b>	<b>1,533</b>	<b>3,915</b>	<b>(2,382)</b>

Source: Tennessee Department of Health, CN1208-038

The net surplus figure above is based on the need formula projecting that 1,533 service area residents needed hospice care; however 3,915 patients were served resulting in a net excess of 2,382. The applicant states that the need formula is either inappropriate or needs to be adjusted.

The need formula is based on the premise that 55% of patients who die from cancer and 12% of patients dying from other causes that are non-traumatic need hospice services.

The trend of hospice patients served in the proposed expanded service area counties is presented in the table below:

County	#Agencies Licensed to Serve (2011)	#Agencies that Served (2011)	2009 Hospice Patients	2010 Hospice Patients	2011 Hospice Patients	'09-'11 % Change
Cheatham	12	8	175	164	166	-5.14%
Maury	7	5	333	385	390	+17.12%
Montgomery	8	5	452	503	498	+10.18
Robertson	11	9	311	328	312	+0.32%
Rutherford	9	7	671	715	754	+2.79%
Sumner	9	9	681	634	672	-1.32%
Williamson	12	8	505	534	546	+8.12%
Wilson	10	7	365	426	489	+33.97%
<b>TOTAL</b>			<b>3,493</b>	<b>3,689</b>	<b>3,827</b>	<b>+9.5%</b>

Source: (Listing) Dept. of Health Licensure - 9/26/2012

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The chart above demonstrates there has been an increase in hospice patients served from the service area between 2009 and 2011. Overall for the service area, hospice patients served has increased 9.5% during this time period. Six of the eight counties demonstrated increases in hospice patients served. Hospice patient utilization has steadily increased between 2009 and 2011.

There are seventeen hospice agencies that are licensed to serve at least one of the counties in the proposed service area. The first of the following two charts identify hospice patients served by the agencies by service area county. The second chart identifies each agency's market share (agency patients from service area/total service area patients) and patient origin (agency service area patients/agency total patients).

## 2011 HOSPICE UTILIZATION BY COUNTY PATIENTS

Agency/County Patients	Cheatham County Patients	Maury County Patients	Montgomery County Patients	Robertson County Patients	Rutherford County Patients	Sumner County Patients	Williamson County Patients	Wilson County Patients
Aseracare Hospice- McKenzie (Carroll)	55	X	203				X	
Hospice Compassus- The Highland Rim (Coffee)		183						
Alive Hospice (Davidson)	66			62	313	150	190	158
AseraCare Hospice Nashville (Davidson)		4		31	19	40	19	3
Avalon Hospice (Davidson)	8	17	6	3	13	18	29	23
Caris Healthcare- (Davidson)	X	177	X		X		72	
Mahogany Hospice Care, Inc. (Davidson)	X			X	X	1	X	X
Odyssey-Hospice (Davidson)				15	74		60	275
Priority Hospice Care Inc. (Davidson)	X			X	1	6	32	X
Tennessee Quality Hospice (Madison)	X	X	X				X	
Gateway Hospice (Montgomery)	4		253	6				
Caris Healthcare (Robertson)	17		35	81		80		X
Northcrest Hospice (Robertson)	5		1	100		2		
Caris Healthcare- (Rutherford)					313		X	19
Highpoint Hospice (Sumner)				4		336		5
Guardian Hospice of Nashville, LLC (Williamson)	3						38	
Willowbrook Hospice, Inc. (Williamson)	8	9	X	10	21	39	106	6
<b>TOTAL COUNTY</b>	<b>166</b>	<b>390</b>	<b>498</b>	<b>312</b>	<b>754</b>	<b>672</b>	<b>546</b>	<b>489</b>

Source: (Listing) Dept. of Health Licensure - 9/26/2012

x-Licensed to Serve but did not serve any patients in 2011

Shaded cells are counties that agency is not licensed to serve

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The chart on the previous page reveals the following information:

- AseraCare Hospice McKenzie (Carroll) is licensed to serve in four of the eight counties, but did not serve in two of the four licensed counties.
- Hospice Compassus-The Highland Rim (Coffee) is only licensed to serve in Maury County.
- Alive Hospice (Davidson) is licensed to serve in six of the eight counties.
- AseraCare Hospice Nashville (Davidson) is licensed in six of the eight counties.
- The Avalon hospice agency (Davidson) and Willowbrook Hospice, Inc. (Williamson) is licensed to serve all the proposed eight (8) service area counties.
- Caris Healthcare (Davidson) is licensed to serve in five of the eight counties, and only served patients in two of the five licensed counties.
- Mahogany Hospice Care, Inc. (Davidson) is licensed to serve in six of the eight counties serving only one patient in Sumner County.
- The Tennessee Quality Hospice (Madison) is licensed to serve in four of the counties and did not serve any patients in 2011 in those counties.
- Odyssey Hospice (Davidson) is licensed in four of the eight proposed counties and served patients in those four counties.
- Priority Hospice Care Inc. (Davidson) is licensed in six of the eight counties and did not provide services in three of the six licensed counties.
- Gateway Hospice (Montgomery) is licensed to serve in three of the eight counties.
- Caris Healthcare (Robertson) is licensed to serve in five of the eight counties and did not serve patients in Wilson County which is licensed.
- Northcrest Hospice (Robertson) is licensed to serve in four of the eight counties.
- Caris Healthcare (Rutherford) is licensed to serve in three of the eight counties, but only served in two of the three licensed counties.
- Highpoint Hospice (Sumner) is licensed to serve in three of the eight counties.
- Guardian Hospice of Nashville, LLC (Williamson) is licensed to serve in two of the eight counties.

### 2011 Hospice Agency Service Market Share and Patient Origin

Agency/County	Agency Patients	%	Total Patients	Service Area
	From Service Area	Market Share	Served	Patient Origin
Aseracare Hospice-	258	6.74%	713	36.1%
Hospice Compassus-The	183	4.8%	757	24.2%
Alive Hospice	939	24.5%	2,997	31.3%
AseraCare Hospice	116	3.03%	271	42.8%
Avalon Hospice	117	3.06%	995	11.75%
Caris Healthcare-Davidson	249	6.51%	812	30.6%
Mahogany	1	.03%	23	4.3%
Odyssey-Hospice	424	11.08%	946	44.8%
Priority Hospice Care	39	1.02%	66	59%
Tennessee Quality Hospice	0	0%	408	0%
Gateway Hospice	263	6.87%	294	89.5%
Caris Healthcare	213	5.6%	219	97.3%
Northcrest Hospice	108	2.82%	112	96.4%
Caris Healthcare-	332	8.7%	904	36.7%
Highpoint Hospice	345	9.0%	416	82.9%
Guardian Hospice of	41	1.1%	193	21.2%
Willowbrook Hospice,	199	5.2%	334	59.5%
<b>TOTAL COUNTY</b>	<b>3,827</b>	<b>100.0%</b>	<b>7,825</b>	<b>48.9%</b>

Source: (Listing) Dept. of Health Licensure - 9/26/2012

The chart above reveals the following market share information and patient origin information:

- Even though there are seventeen hospice agencies that are licensed in at least one of the service area counties, only two agencies had market share in excess of 10%: Alive Hospice (24.5%) and Odyssey Hospice (11.08%). These two agencies accounted for over 35% of the market share.
- Of the seventeen licensed hospice agencies thirteen agencies' patient origin was greater than 25% dependent on service area counties.

*Note to Agency members: Patient origin for the above table is the number of patients from the service area that each hospice agency sees as a percentage of all patients seen by the agency. This percentage measures the dependence that an agency has on service area patients and should be used as a determinant on how a new hospice provider in the service area might impact an existing hospice agency. For example, several of the hospice agencies are highly dependent on patients from the service area including two agencies whose patient origin is greater than 95% from the proposed service area.*

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The three year utilization trend for the seventeen agencies based on total patients regardless of patient origin is presented in the table on the following page:

#### HOSPICE AGENCY TRENDS, 2009-2011

Agency	2009 Hospice Total Patients	2010 Hospice Total Patients	2011 Hospice Total Patients	'09-'11 % Change
Aseracare Hospice-McKenzie	713	694	713	0.00%
Hospice Compassus-The Highland Rim	739	639	757	2.44%
Alive Hospice	2,876	2,828	2,997	4.21%
AseraCare Hospice Nashville	210	229	271	29.05%
Avalon Hospice	113	586	995	780.53%
Caris Healthcare- Davidson	795	825	812	2.14%
Mahogany Hospice Care, Inc.	45	67	23	-48.89%
Odyssey-Hospice	865	897	946	9.36%
Priority Hospice Care Inc.	96	72	66	-31.25%
Tennessee Quality Hospice	0	0	408	0.00%
Gateway Hospice	245	280	294	20.00%
Caris Healthcare Robertson	255	284	219	-14.12%
Northcrest Hospice	111	114	112	0.90%
Caris Healthcare- Rutherford	788	874	904	14.72%
Highpoint Hospice	460	400	416	-9.57%
Guardian Hospice of Nashville, LLC	191	216	193	1.05%
Willowbrook Hospice, Inc.	329	348	334	1.52%
<b>Total</b>	<b>8,831</b>	<b>9,353</b>	<b>10,460</b>	<b>18.45%</b>

Source: (Listing) Dept. of Health Licensure - 9/26/2012

The results of the above table indicate the following:

- Hospice patient volume overall increased for these agencies 18.45% between 2009 and 2011.
- Eleven of the seventeen agencies experienced increased volume during this time period.

- Avalon Hospice experienced the largest percentage increase in volume of 780% from 2009 to 2011

The applicant is projecting to serve eighty (80) patients during the first year of operation providing an estimated 7,200 days of care. The applicant expects Year 2 utilization to be 122 patients providing 10,950 days of care. The applicant is projecting an average length of stay (ALOS) of 90 days. The above projections include the existing service area of Davidson County and the proposed additional eight (8) county service area.

Per the Projected Data Chart, the project reflects net income of \$189,904 in the first year of operation (2013) and \$415,193 in the second year of operation (2014), which is equal to approximately 25.4% of total gross operating revenues. The applicant is expecting gross revenue of approximately \$149.16 per patient day and a net charge of \$106.77 per day in Year Two. The applicant states that the current Medicare rate is \$148.84 per day. The applicant projects a gross charge per patient of \$13,395.60. The applicant expects reimbursement to be 70% Medicare and 27.5% Medicaid/TennCare.

The project will be financed by the applicant owner's cash reserves.

The proposed staffing for the projects is as follows:

#### **Proposed Staffing Pattern**

<b>Staff</b>	<b>Current FTEs</b>	<b>Proposed FTE's</b>
Administrator	1.0	1.0
RN's	1.50	2.0
LPNs	.25	.25
HH Aides	1.50	2.4
Community Relations Mgr.	1.0	2.0
Social Worker	.62	1.0
Chaplain	.37	.50
Team Coordinator	1.0	1.0
<b>TOTAL</b>	<b>7.24</b>	<b>10.15</b>

Per the Project Cost Chart found in the original application, the total project cost is \$33,250. The major cost components are the facility's Legal, Administrative (Excluding CON filing fee), and Consultant Fees of \$30,250 and \$3,000 for the CON filing fee. If approved, the applicant will obtain licensure from the Tennessee Department of Health.

*The applicant has submitted the required corporate documentation, property documentation, and detailed demographics. HSDA staff will have a copy of these documents available for member reference at the Agency meeting. Copies are also available for review at the Health Services and Development Agency office.*

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Should the Agency vote to approve this project, the CON would expire in two years.

**CERTIFICATE OF NEED INFORMATION FOR THE APPLICANT**

There are no other Letters of Intent, pending or denied applications, or outstanding certificates of need for this applicant.

**CERTIFICATE OF NEED INFORMATION FOR OTHER SERVICE AREA FACILITIES:**

There are no other Letters of Intent, pending or denied applications, or outstanding Certificates of Need for other health care organizations in the service area proposing this type of service.

**PLEASE REFER TO THE REPORT BY THE DEPARTMENT OF HEALTH, DIVISION OF HEALTH STATISTICS, FOR A DETAILED ANALYSIS OF THE STATUTORY CRITERIA OF NEED, ECONOMIC FEASIBILITY, AND CONTRIBUTION TO THE ORDERLY DEVELOPMENT OF HEALTH CARE IN THE AREA FOR THIS PROJECT. THAT REPORT IS ATTACHED TO THIS SUMMARY IMMEDIATELY FOLLOWING THE COLOR DIVIDER PAGE.**

PME  
11/15/2012

## **LETTER OF INTENT**



2012 AUG -7 PM 2:34

## LETTER OF INTENT TENNESSEE HEALTH SERVICES AND DEVELOPMENT AGENCY

The Publication of Intent is to be published in the Nashville Tennessean which is a newspaper  
of general circulation in Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson Tennessee, on or before August 8, 2012  
(County) (Month / day) (Year)  
for one day.

=====

This is to provide official notice to the Health Services and Development Agency and all interested parties, in accordance with T.C.A. § 68-11-1601 *et seq.*, and the Rules of the Health Services and Development Agency, that Hospice Advantage of Nashville

(Name of Applicant) (Facility Type-Existing)  
owned by Hospice Advantage with an ownership type of for profit corporation  
and to be managed by: Hospice Advantage intends to file an application for a Certificate of Need

for [PROJECT DESCRIPTION BEGINS HERE]:

Hospice Advantage of Nashville, an existing Medicare and TennCare certified program providing end of life services in Davidson County since 2009, proposes to expand its existing hospice agency to the eight county region that comprises the Nashville MSA. The proposed service area expansion includes Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

The estimated project cost is: \$33,250.

Hospice Advantage of Nashville (formerly a Touch of Grace Hospice), licensed only for Davidson County, maintains its primary home office at 545 Mainstream Drive, Suite 408, Nashville, TN 37228.

The anticipated date of filing the application is: August 8, 2012  
The contact person for this project is Vickie W. Harris Consultant  
(Contact Name) (Title)

who may be reached at: Continuum Connexions LLC 719 Shady Grove Drive  
(Company Name) (Address)  
Murfreesboro TN 37128 1-888-739-5801  
(City) (State) (Zip Code) (Area Code / Phone Number)

Vickie W. Harris 8/7/12 renaissancecgc@comcast.net  
(Signature) (Date) (E-mail Address)

=====

The Letter of Intent must be filed in triplicate and received between the first and the tenth day of the month. If the last day for filing is a Saturday, Sunday or State Holiday, filing must occur on the preceding business day. File this form at the following address:

Health Services and Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, Tennessee 37243

=====

The published Letter of Intent must contain the following statement pursuant to T.C.A. § 68-11-1607(c)(1). (A) Any health care institution wishing to oppose a Certificate of Need application must file a written notice with the Health Services and Development Agency no later than fifteen (15) days before the regularly scheduled Health Services and Development Agency meeting at which the application is originally scheduled; and (B) Any other person wishing to oppose the application must file written objection with the Health Services and Development Agency at or prior to the consideration of the application by the Agency.

=====

**ORIGINAL**  
**APPLICATION**

1. **Name of Facility, Agency, or Institution**

Hospice Advantage of Nashville formerly A Touch of Grace Hospice of Nashville, LLC

Name

545 Mainstream Drive, Suite 408

Street or Route

Nashville

City

TN

State

Davidson

County

37228

Zip Code

2. **Contact Person Available for Responses to Questions**

Vickie W. Harris

Name

Continuum Connexions LLC

Company Name

719 Shady Grove Drive

Street or Route

Consultant

Association with Owner

Murfreesboro

City

1-888-739-5801

Phone Number

President

Title

renaissancecg@comcast.net

Email address

TN

State

37128

Zip Code

1-888-739-5801

Fax Number

3. **Owner of the Facility, Agency or Institution**

Hospice Advantage, Inc.

Name

401 Center Avenue, Suite 150

Street or Route

Bay City

City

Michigan

State

(989) 893-0500

Phone Number

Bay

County

48708

Zip Code

4. **Type of Ownership of Control (Check One)**

A. Sole Proprietorship

B. Partnership

C. Limited Partnership

D. Corporation (For Profit)

E. Corporation (Not-for-Profit)

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input checked="" type="checkbox"/>
<input type="checkbox"/>

F. Government (State of TN or Political Subdivision)

G. Joint Venture

H. Limited Liability Company

I. Other (Specify)

<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>
<input type="checkbox"/>

PUT ALL ATTACHMENTS AT THE BACK OF THE APPLICATION IN ORDER AND  
REFERENCE THE APPLICABLE ITEM NUMBER ON ALL ATTACHMENTS.

5. **Name of Management/Operating Entity (If Applicable)**

<input type="text" value="Not Applicable"/>		
Name <input type="text"/>		
<input type="text"/>	<input type="text"/>	County <input type="text"/>
Street or Route		
<input type="text"/>	State <input type="text"/>	Zip Code <input type="text"/>
City		

PUT ALL ATTACHMENTS AT THE END OF THE APPLICATION IN ORDER AND  
REFERENCE THE APPLICABLE ITEM NUMBER ON ALL ATTACHMENTS.

6. **Legal Interest in the Site of the Institution (Check One)**

- |   |                                     |   |                          |
|---|-------------------------------------|---|--------------------------|
| A. Ownership                                      | <input type="checkbox"/>            | D. Option to Lease                      | <input type="checkbox"/> |
| B. Option to Purchase                             | <input type="checkbox"/>            | E. Other (Specify) <input type="text"/> | <input type="checkbox"/> |
| C. Lease of <input type="text" value="**"/> Years | <input checked="" type="checkbox"/> |   |                          |

PUT ALL ATTACHMENTS AT THE BACK OF THE APPLICATION IN ORDER AND  
REFERENCE THE APPLICABLE ITEM NUMBER ON ALL ATTACHMENTS.

7. **Type of Institution (Check as appropriate--more than one response may apply)**

- |  |                                     |   |                          |
|--|-------------------------------------|---|--------------------------|
| A. Hospital (Specify) <input type="text"/>                         | <input type="checkbox"/>            | I. Nursing Home   | <input type="checkbox"/> |
| B. Ambulatory Surgical Treatment Center (ASTC), Multi-Specialty    | <input type="checkbox"/>            | J. Outpatient Diagnostic Center                             | <input type="checkbox"/> |
| C. ASTC, Single Specialty  | <input type="checkbox"/>            | K. Recuperation Center                                      | <input type="checkbox"/> |
| D. Home Health Agency  | <input type="checkbox"/>            | L. Rehabilitation Facility                                  | <input type="checkbox"/> |
| E. Hospice   | <input checked="" type="checkbox"/> | M. Residential Hospice                                      | <input type="checkbox"/> |
| F. Mental Health Hospital  | <input type="checkbox"/>            | N. Non-Residential Methadone Facility                       | <input type="checkbox"/> |
| G. Mental Health Residential Treatment Facility                    | <input type="checkbox"/>            | O. Birthing Center  | <input type="checkbox"/> |
| H. Mental Retardation Institutional Habilitation Facility (ICF/MR) | <input type="checkbox"/>            | P. Other Outpatient Facility (Specify) <input type="text"/> | <input type="checkbox"/> |
|  |                                     | Q. Other (Specify) <input type="text"/>                     | <input type="checkbox"/> |

8. **Purpose of Review (Check) as appropriate--more than one response may apply)**

- |  |                                     |   |                          |
|--|-------------------------------------|---|--------------------------|
| A. New Institution   | <input type="checkbox"/>            | G. Change in Bed Complement   |                          |
| B. Replacement/Existing Facility                                       | <input type="checkbox"/>            | [Please note the type of change by underlining the appropriate response: Increase, Decrease, Designation, Distribution, Conversion, Relocation] |                          |
| C. Modification/Existing Facility                                      | <input type="checkbox"/>            |   |                          |
| D. Initiation of Health Care Service as defined in TCA § 68-11-1607(4) |                                     |   |                          |
| (Specify) <input type="text" value="Expansion of Service Area"/>       | <input checked="" type="checkbox"/> | H. Change of Location   | <input type="checkbox"/> |
| E. Discontinuance of OB Services                                       | <input type="checkbox"/>            | I. Other (Specify) <input type="text"/>   | <input type="checkbox"/> |
| F. Acquisition of Equipment  | <input type="checkbox"/>            |   |                          |

9. **Bed Complement Data**

*Please indicate current and proposed distribution and certification of facility beds.*

	<u>Current Beds Licensed</u>	<u>*CON</u>	<u>Staffed Beds</u>	<u>Beds Proposed</u>	<u>TOTAL Beds at Completion</u>
A. Medical	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
B. Surgical	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
C. Long-Term Care Hospital	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
D. Obstetrical	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
E. ICU/CCU	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
F. Neonatal	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
G. Pediatric	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
H. Adult Psychiatric	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
I. Geriatric Psychiatric	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
J. Child/Adolescent Psychiatric	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
K. Rehabilitation	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
L. Nursing Facility (non-Medicaid Certified)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
M. Nursing Facility Level 1 (Medicaid only)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
N. Nursing Facility Level 2 (Medicare only)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
O. Nursing Facility Level 2 (dually certified Medicaid/Medicare)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
P. ICF/MR	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Q. Adult Chemical Dependency	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
R. Child and Adolescent Chemical Dependency	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
S. Swing Beds	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
T. Mental Health Residential Treatment	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
U. Residential Hospice	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>TOTAL</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

\*CON-Beds approved but not yet in service

10. Medicare Provider Number   
Certification Type

11. Medicaid Provider Number   
Certification Type

12. If this is a new facility, will certification be sought for Medicare and/or Medicaid?

13. Identify all TennCare Managed Care Organizations/Behavioral Health Organizations (MCOs/BHOs) operating in the proposed service area. Will this project involve the treatment of TennCare participants?  If the response to this item is yes, please identify all MCOs/BHOs with which the applicant has contracted or plans to contract.

*Discuss any out-of-network relationships in place with MCOs/BHOs in the area.*

## **Section B: Project Description**

- I Provide a brief executive summary of the project not to exceed two pages. Topics to be included in the executive summary are a brief description of proposed services and equipment, ownership structure, service area, need, existing resources, project cost, funding, financial feasibility and staffing.

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### **EXECUTIVE SUMMARY**

Hospice Advantage of Nashville, a Medicare and TennCare certified program providing superior end-of-life services in Davidson County since 2009, proposes to expand its existing hospice agency to the eight county region that comprises the Nashville metropolitan statistical area (MSA). The proposed service area expansion includes Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

Hospice continues to be underutilized across the state of Tennessee, lagging behind the national average by six (6) percentage points, leaving at least 3,400 residents to unnecessarily die without the benefit of hospice services during the final stages of life. Although the Health Services Development Agency's (HSDA) formula for determining the need for hospice services indicates no need for additional providers and there appears to be an adequate number of hospice programs in the proposed service area, the formula fails to recognize the variability in service capabilities and/or business models from agency to agency. It is the business model that defines the resources allocated and designed to educate, adapt to and render services to consumers of the different population groups with varying mores related to culture, religion and death that impact hospice service delivery. Hospice Advantage is committed to addressing the under-utilization through the expansion of its "Quality in Living" program, an interdisciplinary approach that operates on the belief that the care plan is driven by patients' choices and the manner that they wish to live out their lives. The person-centered approach creates a patient and family environment of hope, comfort and dignity that transcends cultural, religious and other identified barriers to hospice utilization. The Quality in Living program has five guiding principles:

- Developing standards of care.
- Creating and delivering educational competency programs
- Advancing palliative care specialist programs.
- Enhancing family support services.
- Championing definitive palliative care.
- Exploring quality of life outcomes of the terminally ill patient.



Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) will execute the same focused emphasis on decreasing the under-utilization in each of the proposed expansion area counties as it did in Nashville, Davidson County. The business model is one that clearly recognizes the variability of needs, allocates resources and delivers services in a manner that recognizes the uniqueness of the various subgroups such as non-whites and the socio-economically challenged. Since the agency's opening April 2010 it has served a total of forty (40) clients through May 30, 2012, sixty-two (62) percent of whom were non-white. Thirteen (13) percent of the non-white services rendered were charity. Under-utilization in Tennessee, evidenced by the gap between the state and national hospice utilization rates, is in part driven by disparity in hospice utilization by non-whites and the socioeconomically challenged. These population subgroups remain significantly underserved across state and in the middle Tennessee area. Hospice Advantage will provide hospice services in the proposed expansion area under its "Quality in Living" program to patients regardless of race, sex, religion, sexual preference, color, national origin, or disability. It will mirror its Nashville success by increasing the capacity of the hospice delivery system to meet the hospice service needs of more clients and programmatically respond to the diverse and unique needs of the various subgroups not served by other agencies.

Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) is now a wholly owned affiliate of Hospice Advantage, Inc., the largest privately held hospice company in the nation that also has operations in Memphis and operates hospices in Kansas, Minnesota, Mississippi, Missouri, Michigan, Wisconsin, Alabama and Georgia. The project cost is estimated at thirty thousand seven hundred and fifty dollars (\$30,750). Incremental direct operation costs of expansion, primarily salary and benefits for service delivery staff and other related expenses, is included in the PROJECT DATA CHART for the two years following the completion of the proposed project. The existing Nashville office will be leveraged in the proposed expansion with no new administrative staff being added. Direct care staff recruitment will be initiated for the proposed expansion areas upon the approval of the Certificate of Need and completion of any required certifications. There will be no major medical equipment or inpatient beds involved in this project.

II. Provide a detailed narrative of the project by addressing the following items as they relate to the proposal.

- A. Describe the construction, modification and/or renovation of the facility (exclusive of major medical equipment covered by T.C.A. § 68-11-1601 et seq.) including square footage, major operational areas, room configuration, etc. Applicants with hospital projects (construction cost in excess of \$5 million) and other facility projects (construction cost in excess of \$2 million) should complete the Square Footage and Cost per Square Footage Chart. Utilizing the attached Chart, applicants with hospital projects should complete Parts A.-E by identifying as applicable nursing units, ancillary areas, and support areas affected by this project. Provide the location of the unit/service within the existing facility along with current square footage, where, if any, the unit/service will relocate temporarily during construction and renovation, and then the location of the unit/service with proposed square footage. The total cost per square foot should provide a breakout between new construction and renovation cost per square foot. Other facility projects need only complete Parts B.-E. Please also discuss and justify the cost per square foot for this project.

If the project involves none of the above, describe the development of the proposal.

Not applicable (N/A)

- B. Identify the number and type of beds increased, decreased, converted, relocated, designated, and/or redistributed by this application. Describe the reasons for change in bed allocations and describe the impact the bed change will have on the existing services.

Not applicable (N/A)



- C. As the applicant, describe your need to provide the following health care services (if applicable to this application):

Hospice Advantage initiated services in Nashville, Davidson County in April 2010. From April 2010 through May 31, 2012 it has received unsolicited hospice-appropriate referrals from outside its licensed, certified coverage area of Davidson County totaling seven (7). A summarized listing of these referrals by county of residence with is included as **Attachment B.II.C**. The receipt of the referrals and subsequent conversations with referral sources led to an in-depth analysis of market referral patterns and hospice service delivery in the surrounding counties. The proposed expansion of the coverage area is in response to our finding. Nashville area hospitals function as regional medical centers to the surrounding counties; therefore, our request is simply to align our service delivery area more closely with that of our primary sources for referrals.

- D. Describe the need to change location or replace an existing facility.

Not Applicable (N/A)

- E. Describe the acquisition of any item of major medical equipment (as defined by the Agency Rules and the Statute) which exceeds a cost of \$1.5 million; and/or is a magnetic resonance imaging (MRI) scanner, positron emission tomography (PET) scanner, extracorporeal lithotripter and/or linear accelerator by responding to the following:

Not Applicable (N/A)

III. (A) Attach a copy of the plot plan of the site on an 8 1/2" x 11" sheet of white paper which must include:

Not Applicable (N/A)

(B) Describe the relationship of the site to public transportation routes, if any, and to any highway or major road developments in the area.  
Describe the accessibility of the proposed site to patients/clients.

Not Applicable (N/A)

IV. Attach a floor plan drawing for the facility which includes legible labeling of patient care rooms (noting private or semi-private), ancillary areas, equipment areas, etc. on an 8 1/2" x 11" sheet of white paper.

Not Applicable (N/A)

V. For a Home Health Agency or Hospice, identify:

1. Existing service area by County;

Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) is currently licensed and certified for Davidson County.

2. Proposed service area by County;

The proposed expansion service area includes Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Wilson and Williamson Counties.

**(See ATTACHMENTS, Section B.V.2, Tennessee County Map – Hospice Advantage of Nashville, Current and Proposed Service Area)**

3. A parent or primary service provider;

Hospice Advantage of Nashville  
545 Mainstream Drive, Suite 408  
Nashville, TN 37228

4. Existing branches; and

Not Applicable (N/A)

5. Proposed branches.

Not Applicable (N/A)

**Section C: General Criteria for Certificate of Need**

- (I) Need
- (II) Economic Feasibility
- (III) Contribution to the Orderly Development of Health Care

**I. NEED**

1. Describe the relationship of this proposal toward the implementation of the State Health Plan and Tennessee's Health: Guidelines for Growth.
  - a. Please provide a response to each criterion and standard in Certificate of Need categories that are applicable to the proposed project. Do not provide responses to General Criteria and Standards (pages 6-9) here.

**CON Review Criteria**

1. The application shall document the existence of at least one of the following three conditions to demonstrate a need for additional hospice services in an area:
  - a. absence of services by a hospice certified for Medicaid and Medicare, and evidence that the applicant will provide Medicaid- and Medicare-certified hospice in the area; or

Hospice Advantage of Nashville is a Medicare and Medicaid certified hospice agency operating in Davidson County. The same will apply to the additional eight counties included in this proposal. It should be recognized and considered that the term "absence of services" fails to acknowledge gaps between current service delivery and the true need of the community, particularly when service delivery is analyzed by characteristics such as race. While hospice providers are present in the market of the 8 counties included in this application and provide services beyond the level projected as needed by the CON formula, the analysis that will be presented in this application reveals an "absence of services" that are equally accessible and utilized by African Americans despite the presence of providers.

- b. absence of services by a hospice that serves patients regardless of the patient's ability to pay, and evidence that the applicant will provide services for patients regardless of ability to pay; or

All providers operating in the eight county region are Medicare and Medicaid certified. Hospice Advantage is a Medicare and Medicaid certified agency and will provide services regardless of a patient's ability to pay. Hospice Advantage nationwide provided \$539,444 in charity services during 2011 and \$9,228 in Nashville since the June acquisition.

- c. evidence that existing programs fail to meet the demand for hospice services for persons who have terminal cancer or other qualifying terminal illness.

Demand can be defined as the total of what everyone wants, but there has to be an assumption that all other factors are constant. This is not the case with hospice services. The 2011 National Healthcare Disparities Report released in April by the Agency for Healthcare Research and Quality (AHRQ) provides statistical data that highlights disparities in access as Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)



being common, especially among ethnic groups and poor people. Select statistics from the report are provided below:

- Blacks had worse access to care than Whites for 32 percent of access measures.
- Asians had worse access to care than Whites for 17 percent of access measures.
- Hispanics had worse access to care than non-Hispanic Whites for 63 percent of measures.
- Poor people had worse access to care than high-income people for 89 percent of measures.

The report further shows that access to health care did not improve for most racial and ethnic groups across the U.S. in the years 2002 through 2008. The report further highlighted two points that are particularly relevant to this application:

- Between 2008 and 2010 Blacks were among the ethnic groups less likely than Whites to receive end-of-life care consistent with their wishes and
- Tennessee is among twelve states with the lowest overall quality of care.

#### Hospice Under-utilization

**Statewide** - A review of the 2010 Joint Annual Report (JAR) data for hospices and mortality statistics led to a conclusion that at least 3,400 Tennesseans died in 2010 without the benefit of hospice services despite the existence of sixty-two (62) agencies operating across the state and between seven (7) and twelve (12) operating in the expansion counties of the Hospice Advantage CON application (see ATTACHMENTS C.I.1.1. Tennessee Hospice Agencies – Licensed Service Area Approval, Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) Proposed Service Area Expansion. Table C.I.1.2, Hospice Services Gap Analysis (see ATTACHMENTS) highlights the fact that year after year Tennessee continuously trends lower than the national average of hospice deaths as a percentage of total deaths. In 2005 the gap was almost 10 percentage points; however, by 2010 the gap had decreased to 6 percentage points.

Despite the improvement from the 2005 twenty four (24) percent to thirty six (36) percent in 2010, of the 59,201 Tennesseans dying in 2010 statistics only 21,454 of those deaths occurred under hospice supervision based on summary report of the JAR of Hospices provided by the Tennessee Department of Health (TDH). These individuals and their families, only 36 percent of total deaths, experienced the benefit of a team of health care professionals to assist despite the fact research on hospice utilization has clearly shown to be an enhancement to the the quality of the end-of-life period for the patient and the subsequent bereavement period of the families. The 2010 national average of hospice deaths of all deaths, 42 percent, was used as the benchmark to determine that at least 3,400 Tennesseans who died represented the six (6) percentage point gap between the state and national averages.

**Proposed Service Area** - Within the proposed eight (8) county expansion service area, representing 17 percent of the total population of Tennessee, it can be assumed that a similar trend is occurring and at least 578 (.17 times 3,400) individuals died unnecessarily without the benefit of hospice. While the deaths were inevitable, dying without the benefit of hospice should be the exception. Whether the number is five hundred and seventy eight (578) or three thousand four hundred (3,400), the result simply highlight the undisputable reality of the delivery system gap and reinforces the ongoing need for growth and development of hospice services and showcases the opportunity for improvement of the state's health care delivery system. The same is true of the eight county proposed service area of this project as evidenced by the 578 Tennesseans estimated to have died without hospice services.

#### Racial Disparity in Hospice Utilization

**Statewide** - Racial disparity is yet another key consideration that must be considered along with the statewide under-utilization discussed in the previous section. The 2010 death rate

statewide was 9.3 per 1,000 populations (59,201 deaths) with the rate for African Americans at 7.7 per 1,000 population or 8,162 deaths. The 7.7 is particularly noteworthy because it presents an 8.3 percent decrease from the 2006 rate of 8.4; however, the fact remains there is a significant disparity in hospice utilization rates between blacks and whites across the state and the counties in the expansion request. The JAR report template required by the TDH does not require hospices to report deaths by race, but does require patients served to be distributed by race. The 2010 JARs for hospices indicates total African American hospice patients served statewide was 3,170 which equates to 38.84 percent of total African American deaths. While this is an increase from the 26.9 percent in 2006, the gap between whites and blacks highlighted in Table C.I.1.3, *Estimated Hospice Utilization as a Percentage of Patients Served by Race, 2009-2010, Statewide* (see ATTACHMENTS) confirms the ongoing disparity that still leaves 62 percent or 5,074 of all African Americans dying without the benefit of hospice services compared to 52 percent of their White counterparts.

**Proposed Service Area** - When the same modeling is completed specifically for the counties of the proposed service area expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) the same disparity trend is evident in seven (7) of the eight (8) counties. Table C.I.1.4 (see ATTACHMENTS) reveals white hospice utilization rates ranging from 42.9 to 61.1 percent compared to African American rates as low as 26 percent. The gap between utilization in each county represents un-served African Americans not represented in the current hospice demand or utilization statistics.

Regardless of how the data is reviewed, the conclusion is undisputable that utilization disparity exists statewide and within the proposed expansion area of this application. The results represent hundreds of African American in these counties unnecessarily moving through the final Hospice Advantage of Nashville (*formerly A Touch of Grace of Nashville*)

stages of life without the benefit of hospice services. We estimated a minimum of 457 (.09 times 5,074) African Americans based on roughly 9 percent of the state's African American population lives in the eight county region. The 2012 Population Projections from the TDH sets the African American population of the area at 99,169 individuals compared to the almost 1.1 million total of the entire state. African Americans represent over 90 percent of the non-white population of the state and the eight county region; and therefore offer the greatest opportunity to decrease the gap in under-utilization likely attributable, in part, to racial disparity in hospice service delivery.

#### Socioeconomic Disparity

Under-utilization of hospice services in the proposed eight county region, evidenced by the gap between the national and state's rates coupled with racial disparity, is also being driven by socioeconomic disparity. The majority of individuals that are socioeconomically challenged will likely either be uninsured or a TennCare enrollee. Using enrollment data from the TennCare Mid-month Report, February 2012 (included in the ATTACHMENTS, C.1.1.5) and TennCare hospice utilization statistics from Schedule E of the 2011 JARs, the hospice utilization rate was determined to be less than 30 percent statewide (see ATTACHMENTS, Table C.1.1.6, **Estimated Hospice Utilization Rate Among TennCare Enrollees - Age 21 and Over**). The latest TennCare Annual Report for the period 2008-2009 indicates there were 373,872 African Americans (31 percent) that made up the 1.2 million TennCare enrollees. Because of the disproportionate representation in the TennCare program compared to their 20 percent of the total population of Tennessee the stage is set for socioeconomic status to negatively influence African American hospice utilization.

2. The applicant shall set forth its plan for care of patients without private insurance coverage and its plan for care of medically underserved populations. The applicant shall include demographic identification of underserved populations in the applicant's proposed service area and shall not deny services solely based on the patient's ability to pay.

Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) will position itself as the hospice provider of choice for consumers regardless of race, payor or ability to pay. In 2011, Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) provided 8.6 percent of its total revenue in the form of charity services while nationwide Hospice Advantage provided over one half million dollars (\$539,944) in charity services. The 8.6 percent (\$25,444) provided by Hospice Advantage of Nashville while operating as A Touch of Grace Hospice of Nashville was for services rendered prior to its Medicare certification.

## Exception to the Hospice Formula

The applicant must demonstrate that circumstances exist to justify the approval of a new hospice. Evidence submitted by the applicant must document one or more of the following:

1. That a specific terminally ill population is not being served;

Hospice Advantage Nashville requests that consideration be given to the following outside of the established parameters of the hospice formula:

- the verifiable hospice utilization disparity of African Americans in comparison to their White counterparts presented earlier in the application. We estimated the disparity left 62 percent (507) African Americans in the eight county area unnecessarily dying without hospice services in 2010;
- the proposed service area is characterized by double digit growth of the total population in all but one county and particularly noteworthy and signification to this application is the double digit growth in the African American and other subgroups ranging from 13 to 34 percent from 2012 to 2020 exceeding their White counterparts in five (5) of the eight (8) counties (Population is discussed in detail in C.I.4); and
- the ongoing gap between national (42 percent) and state hospice utilization rate (36 percent) highlighted in the application that left at least 578 residents (regardless of race) to die in 2010 unnecessarily without hospice services in the proposed service area.

### Access to Health Care and Chronic Disease Death Rate Disparities

Additionally, the results of health disparities that characterize African American and other ethnic population subgroups in the United States cannot be ignored. These health disparities when combined with the disparity in access to health care have a significant impact on the overall community. Almost 10 percent of the population of the eight county area proposed for

expansion population is African American. In addition to the 2011 Healthcare Disparities Report of AHRQ, the Centers for Disease Control reports the following:

- Cancer is the second leading cause of death for most racial and ethnic minorities in the United States.
- Cancer hits African Americans particularly hard: the group is 33 percent more likely to die from all types of cancer than Whites, adjusting for age.
- African American men are over twice more likely to die from prostate cancer than Whites.
- And while breast cancer is diagnosed 10 percent less frequently in African American women than White women, African American women are 34 percent more likely to die from the disease.
- Hispanic women are 2.2 times as likely to have cervical cancer, and 1.5 times more likely to die from cervical cancer as compared to non-Hispanic White women.
- Both Hispanic men and women are twice as likely to have, and to die from, liver cancer.
- Racial and ethnic minority groups, especially the elderly among these populations, are disproportionately affected by diabetes.

## Summary

Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) acknowledges and respects the intent of the state's formula for determining the need for new hospice providers; however, the dynamics of our marketplace have changed and are expected to continue changing. Statistics presented in this application overwhelming make it evident that first the gap in hospice utilization that characterizes the state and the proposed eight county region leaves Tennesseans unnecessarily without hospice services and then the prescribed formula fails to recognize the greater, special access needs of various subgroups in the population such as African Americans and the other variables that place them at greater risk for not receiving end-of-life care. The broad criterion of the formula clearly fails to capture and

recognize the unmet needs of population subgroups and the fact that existing hospices are not choosing to respond to these niche markets.

- the confirmed under-utilization of hospice services that generally exists in the region and state;
- documented hospice utilization disparity in seven of the eight counties proposed and statewide between African Americans and their White counterparts combined with
- the ongoing growth trend of the area's population, specifically African Americans.

It is the position of Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) that the three above noted special circumstances related to and/or impacting the largest non-white subgroup of the total population simply undermines the ability of the state's formula to adequately project the total need for new hospice service providers. The end result is at least 3,400 Tennesseans statewide left to die without the benefit of hospice services; however, we also demonstrated 5,074 African Americans are at greater risk of encountering the final disparity of our health care delivery system and unnecessarily proceeding through the dying process without the benefit of hospice services. In the 8 counties included in our expansion application we estimate 578 individuals and at least 457 African Americans every day are going un-served and underserved with the African American population sub-group being the most impacted. Both far exceed the 150 required for CON approval. The gap in utilization and the racial disparity are at risk of increasing as the area continues to experience double digit population growth through 2020 in both total population and in African Americans and other ethnic groups.



2. That a county or counties within the service area of a licensed hospice program are not being served; and

Not Applicable (N/A)

3. That there are persons referred to hospice programs who are not being admitted within 48 hours (excluding cases where a later admission date has been requested). The applicant shall indicate the number of persons.

Not Applicable. (N/A)

Hospice Formula – Tennessee’s Health Guidelines for Growth

- 1) 55 percent of the mean annual number of cancer deaths in the hospice service area during the preceding two years.

The table below summarizes the projected need based on 55 percent of the mean cancer deaths for the preceding two (2) years, 2010 and 2011.

Table 1-Need Calculation

CON Hospice Formula 55 Percent of Mean Cancer Deaths Proposed Service Area 2010 and 2011	
	Projected Need
<b>Cheatham</b>	44
<b>Maury</b>	90
<b>Montgomery</b>	133
<b>Robertson</b>	75
<b>Rutherford</b>	204
<b>Sumner</b>	142
<b>Williamson</b>	127
<b>Wilson</b>	123
<b>Total</b>	936

- 2) 12 percent of the mean annual number of deaths from all other non-traumatic causes in the hospice service area during the preceding three (3) years.

The table below summarizes the projected need based on 12 percent of the mean number of deaths for all other non-traumatic deaths by county.

Table 2 – Need Calculation  
12 Percent of the Mean Number of Deaths  
All Other Non-Traumatic Deaths  
2009-2011

	Projected Need
<b>Cheatham</b>	29
<b>Maury</b>	63
<b>Montgomery</b>	83
<b>Robertson</b>	47
<b>Rutherford</b>	125
<b>Sumner</b>	112
<b>Williamson</b>	74
<b>Wilson</b>	69
<b>Total</b>	603

- 3) The sum of projected need from 1) and 2) must equal or exceed 150 or more patients per year to support approval of new hospices

Table 3 – Need Calculation

CON Hospice Formula Projected Hospice Service Need Proposed Service Area	
Cancer Deaths	933
All Other Non-Traumatic Deaths	603
<b>TOTAL Hospice Service Need</b>	<b>1,539</b>

Lastly, the Guidelines for Growth state that new hospices shall be approved for Certificate of Need only if the projected need, as determined by this formula, exceeds existing service levels by 150 or more patients per year. According to the 2011 JAR for hospices the existing service level for the proposed expansion counties totaled 3,915 Tennessean served. Table 4 below summarizes the final step of the CON formula to project the need for additional hospice services for each county and in total.

Table 4 – Need Calculation

		CON Formula Projected Need		Hospice Patients Served	Need for Additional Hospice Service
<b>Cheatham</b>		73	minus	173	-100
<b>Maury</b>		154	minus	390	-236
<b>Montgomery</b>		216	minus	498	-282
<b>Robertson</b>		122	minus	315	-193
<b>Rutherford</b>		329	minus	783	-454
<b>Sumner</b>		254	minus	682	-428
<b>Williamson</b>		201	minus	576	-375
<b>Wilson</b>		192	minus	498	-306
<b>Total</b>		1,539	minus	3,915	-2,376

The formula results would lead one to erroneously conclude there is over-utilization of hospice services in the proposed expansion service area since the 2011 service levels exceed the CON formula's projected need in each county. In fact the 2011 total service levels for the eight counties exceeds the formula's projected need sevenfold. Noteworthy are the following undisputable statistics previously presented in this application that contradict the formula results:

- Tennessee continues to lag behind the national average of hospice deaths to total deaths by 6 percentage points and our estimation is that at least 3,400 Tennesseans and 578 in the proposed service area are denied access to appropriate end-of-life care because of the gap.
- Sixty two percent or 5,074 of all African Americans dying in Tennessee are doing so without the benefit of hospice services compared to 52 percent of their White counterparts. The proposed service area of Hospice Advantage represents 10 percent of Tennessee's total African American and other population so we estimate at least 507 of these people are in the eight (8) counties.
- The *2011 National Healthcare Disparities Report* that places Tennessee among twelve states with the lowest overall quality health care and highlights the following generally about U.S. population subgroups:
  - Blacks had worse access to care than Whites for 32 percent of access measures.
  - Asians had worse access to care than Whites for 17 percent of access measures.
  - Hispanics had worse access to care than non-Hispanic Whites for 63 percent of measures.
  - Poor people had worse access to care than high-income people for 89 percent of measures.

2. Describe the relationship of this project to the applicant facility's long-range development plans, if any.

Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) is committed to its mission of promoting a higher level of understanding about hospice generally and meeting the unmet need in the market through its Quality in Living program.

3. Identify the proposed service area and justify the reasonableness of that proposed area. Submit a county level map including the State of Tennessee clearly marked to reflect the service area. Please submit the map on 8 1/2" x 11" sheet of white paper marked only with ink detectable by a standard photocopier (i.e., no highlighters, pencils, etc.).

The proposed service area includes the eight (8) counties that comprise the Nashville MSA:

- Cheatham
- Maury
- Montgomery
- Robertson
- Rutherford
- Sumner
- Williamson
- Wilson

The proposed expansion of the coverage area is in response to referrals received by Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) the agency has been unable to service because of its restricted Davidson County service area. The referral patterns to hospices are a direct relationship with that of Nashville area hospitals that function as regional medical centers to the proposed area. Hospice Advantage's request is simply to align its service delivery area with that of its primary resource for referrals, Nashville area hospitals. A map of the state of Tennessee with the counties highlighted proposed for expansion in this application is included under **ATTACHMENTS, Section C.I.3.1, Tennessee County Map – Hospice Advantage of Nashville, Proposed Service Area Expansion)**

4. A. Describe the demographics of the population to be served by this proposal.

The proposed expansion counties of Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) outlined in this application covers an area that includes approximately 1.1 million residents, 17 percent of the state's total population. African Americans and others account for 20 percent of the 1.1 million residents (see ATTACHMENTS, Table C.I.4A.1, Population of Proposed Service Area, 2012)

The area is also characterized by ongoing population growth with the projected percentage increases by county and the state for the period 2012 to 2020 reflected in Table C.I.4A.2, Projected Percentage Change in Population by Race, 2012 to 2020 (see ATTACHMENTS). In all but three of the eight counties the double digit growth for African Americans and others exceed that of Whites.



- B. Describe the special needs of the service area population, including health disparities, the accessibility to consumers, particularly the elderly, women, racial and ethnic minorities, and low-income groups. Document how the business plans of the facility will take into consideration the special needs of the service area population.

The *2011 National Healthcare Disparities Report* released in April by the Agency for Healthcare Research and Quality (AHRQ) provides statistical data that highlights disparities in access as being common, especially among ethnic groups and poor people. Select statistics from the report are provided below:

- Blacks had worse access to care than Whites for 32 percent of access measures.
- Asians had worse access to care than Whites for 17 percent of access measures.
- Hispanics had worse access to care than non-Hispanic Whites for 63 percent of measures.
- Poor people had worse access to care than high-income people for 89 percent of measures.

The report further shows that access to health care did not improve for most racial and ethnic groups across the U.S. in the years 2002 through 2008. Previously highlighted as of significance importance to this application is the report noted that between 2008 and 2010, Blacks were among the ethnic groups less likely than Whites to receive end-of-life care consistent with their wishes and Tennessee is among twelve states with the lowest overall quality of care.

Hospice Advantage is committed to addressing the under-utilization of hospice created by the access disparities highlighted in the *2011 National Healthcare Disparities Report* through the expansion of its “Quality in Living” program, an interdisciplinary approach that operates on the belief that the care plan is driven by patients’ choices and the manner that they wish to live out their lives. The person-centered approach creates a patient and family environment of hope, comfort and dignity that transcends cultural, religious and other identified barriers to hospice utilization. The Quality in Living program has five guiding principles:

- Developing standards of care.
- Creating and delivering educational competency programs
- Advancing palliative care specialist programs.
- Enhancing family support services.
- Championing definitive palliative care.
- Exploring quality of life outcomes of the terminally ill patient.

5. Describe the existing or certified services, including approved but unimplemented CONs, of similar institutions in the service area. Include utilization and/or occupancy trends for each of the most recent three years of data available for this type of project. Be certain to list each institution and its utilization and/or occupancy individually. Inpatient bed projects must include the following data: admissions or discharges, patient days, and occupancy. Other projects should use the most appropriate measures, e.g., cases, procedures, visits, admissions, etc.

There are between six (6) and eleven (11) hospice agencies operating in the expansion counties of the Hospice Advantage CON application (see ATTACHMENTS, C.I.5, Tennessee Hospice Agencies Select Utilization Data – 2009 – 2011, Proposed Service Area).

No inpatient beds are included in this project.

6. Provide applicable utilization and/or occupancy statistics for your institution for each of the past three (3) years and the projected annual utilization for each of the two (2) years following completion of the project. Additionally, provide the details regarding the methodology used to project utilization. The methodology **must include** detailed calculations or documentation from referral sources, and identification of all assumptions.

Hospice Advantage of Nashville has been operation for two years, 2010 and 2011. Utilization statistics are included in attached for the two years of operation and the two years following completion of the proposed expansion.

See ATTACHMENTS, C.I.6.1 Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) Utilization Data, Last Two Years and Two Years After CON Approval.

## ECONOMIC FEASIBILITY

1. Provide the cost of the project by completing the Project Costs Chart on the following page.  
Justify the cost of the project.
  - All projects should have a project cost of at least \$3,000 on Line F. (Minimum CON Filing Fee).  
CON filing fee should be calculated from Line D. (See Application Instructions for Filing Fee)
  - The cost of any lease (building, land, and/or equipment) should be based on fair market value or the total amount of the lease payments over the initial term of the lease, whichever is greater. Note: This applies to all equipment leases including by procedure or "per click" arrangements. The methodology used to determine the total lease cost for a "per click" arrangement must include, at a minimum, projected procedures, the "per click" rate and the term of the lease.
  - The cost for fixed and moveable equipment includes, but is not necessarily limited to, maintenance agreements covering the expected useful life of the equipment; federal, state, and local taxes and other government assessments; and installation charges, excluding capital expenditures for physical plant renovation or in-wall shielding, which should be included under construction costs or incorporated in a facility lease.

### See ATTACHMENTS, Economic Feasibility, Section C.III.1

- For projects that include new construction, modification, and/or renovation; **documentation must be** provided from a contractor and/or architect that support the estimated construction costs.

### Not Applicable (N/A)

2. Identify the funding sources for this project.  
Please check the applicable item(s) below and briefly summarize how the project will be financed. (*Documentation for the type of funding MUST be inserted at the end of the application, in the correct alpha/numeric order and identified as Attachment C, Economic Feasibility-2.*)
  - ☐ A. Commercial loan--Letter from lending institution or guarantor stating favorable initial contact, proposed loan amount, expected interest rates, anticipated term of the loan, and any restrictions or conditions;
  - ☐ B. Tax-exempt bonds--Copy of preliminary resolution or a letter from the issuing authority stating favorable initial contact and a conditional agreement from an underwriter or investment banker to proceed with the issuance;
  - ☐ C. General obligation bonds--Copy of resolution from issuing authority or minutes from the appropriate meeting.
  - ☐ D. Grants--Notification of intent form for grant application or notice of grant award; or
  - ☒ E. Cash Reserves--Appropriate documentation from Chief Financial Officer. (See ATTACHMENTS, Economic Feasibility, Section C.II.2)
  - ☐ F. Other--Identify and document funding from all other sources. -- Commercial Line of Credit

## PROJECT COSTS CHART

2012 AUG 10 PM 4:07

A.	Construction and equipment acquired by purchase:	
1.	Architectural and Engineering Fees	
2.	Legal, Administrative (Excluding CON Filing Fee), Consultant Fees	\$30,250
3.	Acquisition of Site	
4.	Preparation of Site	
5.	Construction Costs	
6.	Contingency Fund	
7.	Fixed Equipment (Not included in Construction Contract)	
8.	Moveable Equipment (List all equipment over \$50,000)	
9.	Other (Specify) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 1.2em; vertical-align: middle;"></span>	
B.	Acquisition by gift, donation, or lease:	
1.	Facility (inclusive of building and land)	
2.	Building only	
3.	Land only	
4.	Equipment (Specify) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 1.2em; vertical-align: middle;"></span>	
5.	Other (Specify) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 1.2em; vertical-align: middle;"></span>	
C.	Financing Costs and Fees:	
1.	Interim Financing	
2.	Underwriting Costs	
3.	Reserve for One Year's Debt Service	
4.	Other (Specify) <span style="border: 1px solid black; display: inline-block; width: 150px; height: 1.2em; vertical-align: middle;"></span>	
D.	Estimated Project Cost (A+B+C)	\$30,250
E.	CON Filing Fee	3,000
F.	Total Estimated Project Cost (D+E)	\$33,250
<b>TOTAL</b>		\$33,250

3. Discuss and document the reasonableness of the proposed project costs. If applicable, compare the cost per square foot of construction to similar projects recently approved by the Health Services and Development Agency.

The proposed project costs include consulting and legal fees. The costs are reasonable based on the proposed expansion of the existing agency. Cost per square foot of construction is N/A. (See ATTACHMENTS, Economic Feasibility, Section C.II.3)

4. Complete Historical and Projected Data Charts on the following two pages--***Do not modify the Charts provided or submit Chart substitutions!*** Historical Data Chart represents revenue and expense information for the last *three (3)* years for which complete data is available for the institution. Projected Data Chart requests information for the two (2) years following the completion of this proposal. Projected Data Chart should reflect revenue and expense projections for the ***Proposal Only*** (*i.e.*, if the application is for additional beds, include anticipated revenue from the proposed beds only, not from all beds in the facility).

(See ATTACHMENTS, Economic Feasibility, Section C.II.4, Historical and Projected Data Charts)



5. Please identify the project's average gross charge, average deduction from operating revenue, and average net charge.

See ATTACHMENTS, Table C.II.5, Average Gross Charge, Deduction from Revenue & Net Charge.

6. A. Please provide the current and proposed charge schedules for the proposal. Discuss any adjustment to current charges that will result from the implementation of the proposal. Additionally, describe the anticipated revenue from the proposed project and the impact on existing patient charges.

Medicare & TennCare establishes the annual charge schedules for hospice reimbursement. The current charge schedule is included in ATTACHMENTS, Economic Feasibility, Section C.II.6A.

There will be no adjustments to current charges from the implementation of the proposal, as there are no expected changes in hospice reimbursement rates for the proposed project years. The anticipated revenue from the proposed project is based on the existing patient charges, which are set by Medicare and TennCare. Because the charges are fixed, the anticipated revenue is based on such charges and thus there will be no changes in patient charges.

- B. Compare the proposed charges to those of similar facilities in the service area/adjoining service areas, or to proposed charges of projects recently approved by the Health Services and Development Agency. If applicable, compare the proposed charges of the project to the current Medicare allowable fee schedule by common procedure terminology (CPT) code(s).

Reimbursement for hospice care is a per diem reimbursement set by Medicare for all certified Medicare hospices providers. The rates are the same for all providers participating in the program. In addition, TennCare provides a contracted rate of reimbursement for hospice care, which is also the same for those hospices who are contracted with TennCare. In the proposed service area all licensed providers are certified for both the Medicare and TennCare program.

7. Discuss how projected utilization rates will be sufficient to maintain cost-effectiveness.

Projected utilization rates will be sufficient to maintain cost-effectiveness because the utilization rates provide for a reasonable increase in utilization over time that will drive an increase in revenue to offset the incremental expenses for staff growth to respond to the growth in patient census.

8. Discuss how financial viability will be ensured within two years; and demonstrate the availability of sufficient cash flow until financial viability is achieved.

Hospice Advantage of Nashville (formerly a Touch of Grace Hospice of Nashville) is already a successful, financially viable organization. Financial viability associated with the proposed expansion will be ensured as no capital costs are associated with this proposal, only incremental direct operating expenses as patient census increases.

9. Discuss the project's participation in state and federal revenue programs including a description of the extent to which Medicare, TennCare/Medicaid, and medically indigent patients will be served by the project. In addition, report the estimated dollar amount of revenue and percentage of total project revenue anticipated from each of TennCare, Medicare, or other state and federal sources for the proposal's first year of operation.

Hospice Advantage of Nashville, certified as a Medicare and TennCare/Medicaid provider, will render hospice services to the expanded service area under these government programs as well.

See ATTACHMENTS, C.II.9, Projected Revenue by Payor – Year 1.

10. Provide copies of the balance sheet and income statement from the most recent reporting period of the institution and the most recent audited financial statements with accompanying notes, if applicable. For new projects, provide financial information for the corporation, partnership, or principal parties involved with the project. Copies must be inserted at the end of the application, in the correct alpha-numeric order and labeled as ATTACHMENTS, Economic Feasibility Section C10,

Financial statements with accompanying notes are included for Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) for the period ending December 31, 2011 (see ATTACHMENTS, Economic Feasibility, Section C.II.10).

11. Describe all alternatives to this project which were considered and discuss the advantages and disadvantages of each alternative including but not limited to:

a. A discussion regarding the availability of less costly, more effective, and/or more efficient alternative methods of providing the benefits intended by the proposal. If development of such alternatives is not practicable, the applicant should justify why not; including reasons as to why they were rejected.

No other alternatives were considered to this project as it represents the least costly, most effective and most efficient method of providing hospice benefits to the unmet needs in the proposed expansion area. The data shows there continues to be a need for expansion of hospice service to improve the overall quality of the health care delivery system in the proposed service area by:

- decreasing the under-utilization gap of hospice services in the proposed counties of this application;
- mitigating disparity in the use of hospice in African American and other ethnic population groups; and
- responding to access deficits by providing hospice services to the community, irrespective of the ability of a patient/family to pay.

All of the above represent the mission of Hospice Advantage that transcends its daily operations and is inherent in its request for expansion of the service area of its Nashville, Davidson County hospice.



- b. The applicant should document that consideration has been given to alternatives to new construction, e.g., modernization or sharing arrangements. It should be documented that superior alternatives have been implemented to the maximum extent practicable.

**Not Applicable (N/A)**

## CONTRIBUTION TO THE ORDERLY DEVELOPMENT OF HEALTH CARE

1. List all existing health care providers (e.g., hospitals, nursing homes, home care organizations, etc.), managed care organizations, alliances, and/or networks with which the applicant currently has or plans to have contractual and/or working relationships, e.g., transfer agreements, contractual agreements for health services.

Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) has contracts with three TennCare managed care organizations; Amerigroup, Americhoice and United Healthcare Community Plans.

2. Describe the positive and/or negative effects of the proposal on the health care system. Please be sure to discuss any instances of duplication or competition arising from your proposal including a description of the effect the proposal will have on the utilization rates of existing providers in the service area of the project.

The proposal will have a positive effect on the ongoing development and improvement of health care delivery system currently ranked as one of twelve with the lowest overall quality of care in the the *2011 National Healthcare Disparities Report* previously referenced in this application.

Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) acknowledges and respects the intent of the state's formula for determining the need for new hospice providers; however, the dynamics of our marketplace have changed and are expected to continue changing. Statistics presented in this application overwhelming make it evident the prescribed formula fails to address the greater, special needs of various subgroups in the population such as African Americans, other ethnic groups and the poor that default to TennCare for insurance coverage as being at greater risk for hospice access issues due to:

- the confirmed under-utilization of hospice services that generally exists in the region and state;
- documented hospice utilization disparity in seven of the eight counties proposed and statewide between African Americans and their White counterparts combined and
- the ongoing growth trend of the area's population, specifically the African American and other ethnic subgroup.

Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) has presented data from various sources, including the state's own Department of Health, throughout this proposal that clearly indicates that the existing hospices are only serving a fraction of the residents in the proposed service area that qualify for hospice care and an even smaller fraction of those who belong are African American or of some other ethnic group and/or poor. The

approval of the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) has only benefits to the delivery system as access to end-of-life care is improved and the overall quality of health care services in the state is improved.

3. Provide the current and/or anticipated staffing pattern for all employees providing patient care for the project. This can be reported using FTEs for these positions. Additionally, please compare the clinical staff salaries in the proposal to prevailing wage patterns in the service area as published by the Tennessee Department of Labor & Workforce Development and/or other documented sources.

See ATTACHMENTS, C.III.3, Current and Projected Staffing and Wage Comparison.

4. Discuss the availability of and accessibility to human resources required by the proposal, including adequate professional staff, as per the Department of Health, the Department of Mental Health and Developmental Disabilities, and/or the Division of Mental Retardation Services licensing requirements.

Hospice Advantage of Nashville is supported by a corporate Human Resources Department based in Bay City, Michigan to support recruitment efforts through such tools as its online job posting and application processes. In addition, Hospice Advantage will partner with the Tennessee Department Labor to assist and provide the organization with access to diverse applicant pools to support recruitment and to insure Hospice Advantage complies with regulatory requirements such as the Equal Employment Opportunities Act and the Americans with Disabilities Act. The centralized human resource department will utilize web-based job posting sites as Careerbuilders and the state hospice association to develop its local applicant pool. All applicants will be directed to an online application portal. Initial screening and telephone interviews will be conducted from Bay City and a qualified applicant pool presented to the local agency administrator.



5. Verify that the applicant has reviewed and understands all licensing certification as required by the State of Tennessee for medical/clinical staff. These include, without limitation, regulations concerning physician supervision, credentialing, admission privileges, quality assurance policies and programs, utilization review policies and programs, record keeping, and staff education.

Hospice Advantage operates in Tennessee and nine other states. In addition to Nashville, the company operates an agency in Memphis. The application is for the expansion of its currently licensed agency operating in Nashville, Davidson County; therefore it is familiar with all licensing certification requirements as well as Medicare and TennCare requirements. Hospice Advantage also has a Corporate Compliance Department staffed with professionals fully aware of the procedures required for both state and federal licensure and certification of hospices as well as the state licensing guidelines for nurses, physicians, social workers, and certified nursing assistants.

6. Discuss your health care institution's participation in the training of students in the areas of medicine, nursing, social work, etc. (*e.g.*, internships, residencies, etc.).

Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) does not currently participate in the training of students.



7. (a) Please verify, as applicable, that the applicant has reviewed and understands the licensure requirements of the Department of Health, the Department of Mental Health and Developmental Disabilities, the Division of Mental Retardation Services, and/or any applicable Medicare requirements.

Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville) is currently a licensed hospice agency operating in Tennessee since 2010. Additionally, the company operates a second hospice in Memphis, Tennessee.

Hospice Advantage has reviewed all necessary Tennessee licensing paperwork for hospice licensure of the additional counties.

- (b) Provide the name of the entity from which the applicant has received or will receive licensure, certification, and/or accreditation.

**Licensure:** Division of Health Care Facilities, Tennessee Department of Health

**Accreditation:** Not Applicable (N/A)

**Certification:** Centers for Medicare and Medicaid Services

- (c) If an existing institution, please describe the current standing with any licensing, certifying, or accrediting agency. Provide a copy of the current license of the facility.

**Not Applicable (N/A)**

- (d) For existing licensed providers, document that all deficiencies (if any) cited in the last licensure certification and inspection have been addressed through an approved plan of correction. Please include a copy of the most recent licensure/certification inspection with an approved plan of correction.

**See ATTACHMENTS, C.III.7(d), Most Recent Licensure/Certification Inspection and Plan of Correction**

8. Document and explain any final orders or judgments entered in any state or country by a licensing agency or court against professional licenses held by the applicant or any entities or persons with more than a 5 percent ownership interest in the applicant. Such information is to be provided for licenses regardless of whether such license is currently held.

The applicant nor any entities or persons with a 5 percent ownership interest in the Hospice Advantage of Nashville or Hospice Advantage, Inc. has entered into any final orders or judgments in any state or country.

9. Identify and explain any final civil or criminal judgments for fraud or theft against any person or entity with more than a 5 percent ownership interest in the project.

No person or entity with more than 5 percent ownership interest in the project has any final civil or criminal judgments for fraud or theft.

10. If the proposal is approved, please discuss whether the applicant will provide the Tennessee Health Services and Development Agency and/or the reviewing agency information concerning the number of patients treated, the number and type of procedures performed, and other data as required.

Upon request, Hospice Advantage will provide any required data to the Tennessee Health Services in the prescribed format. Additionally, Hospice Advantage files the Joint Annual Report with the Tennessee Department of Health as required.

**Hospice Advantage of Nashville**  
(formerly A Touch of Grace Hospice of Nashville LLC)

**Certificate of Need Application  
Expansion of  
Nashville, Davidson County Agency**

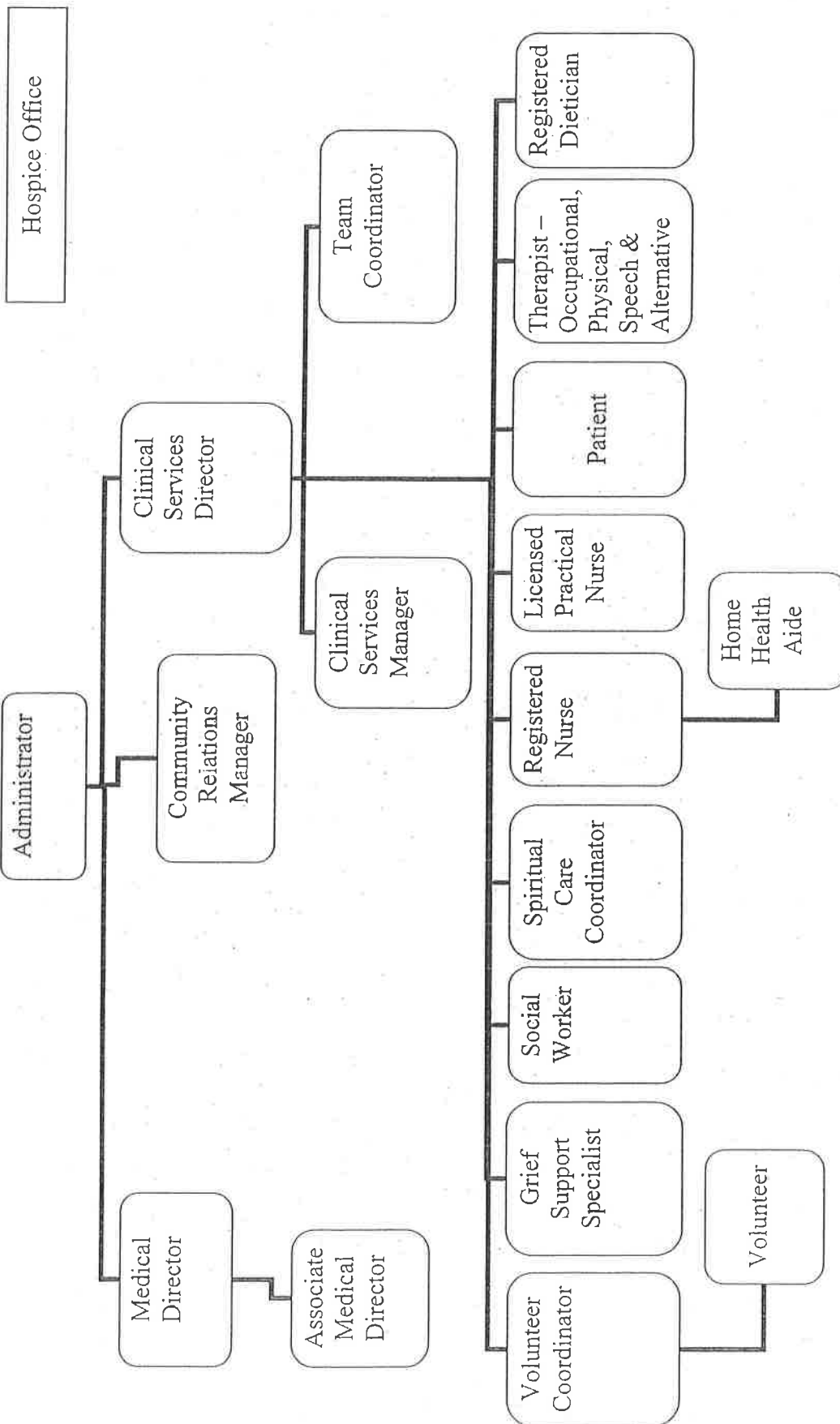
**ATTACHMENTS**

# SECTION A

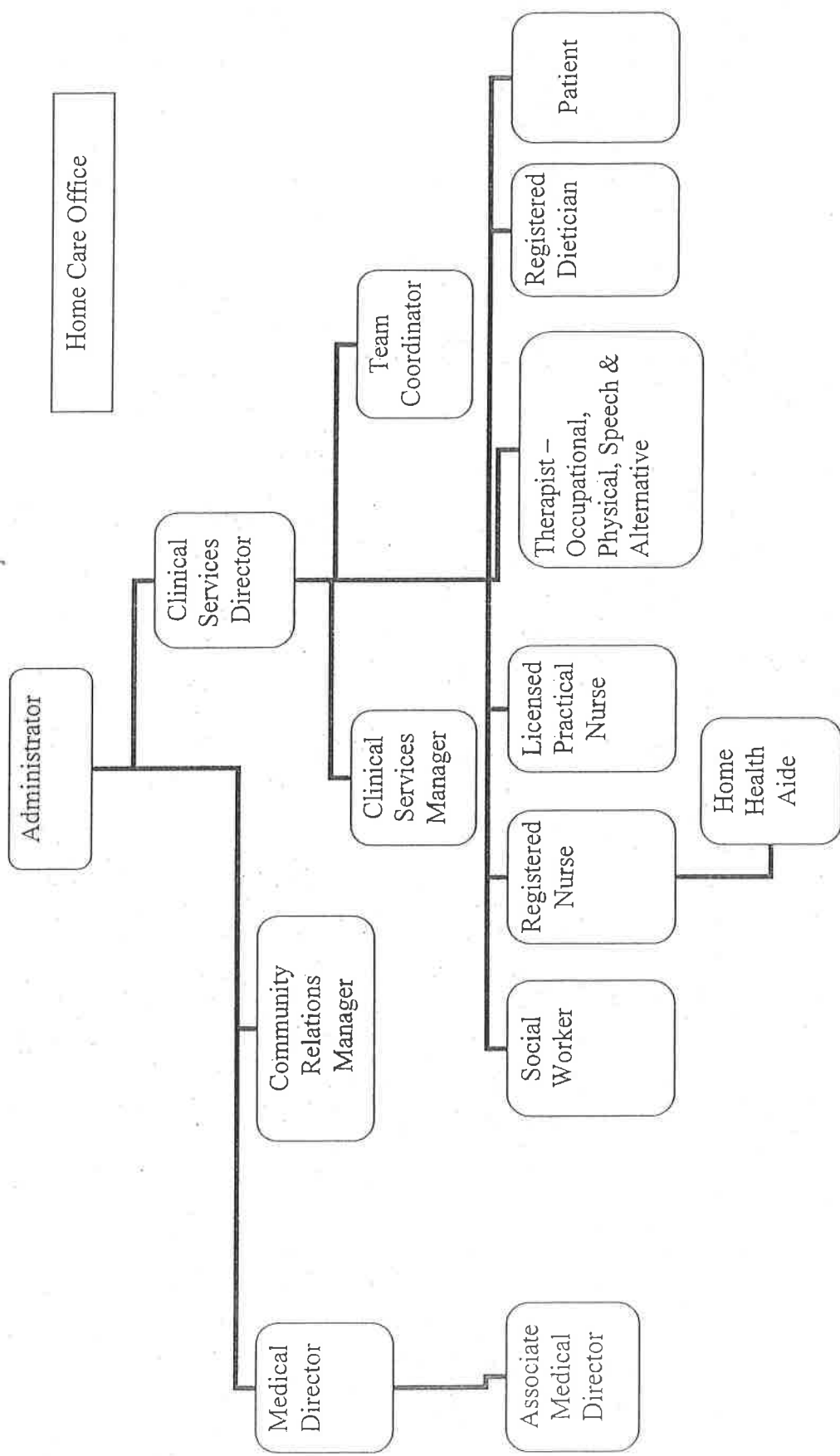
## APPLICANT PROFILE

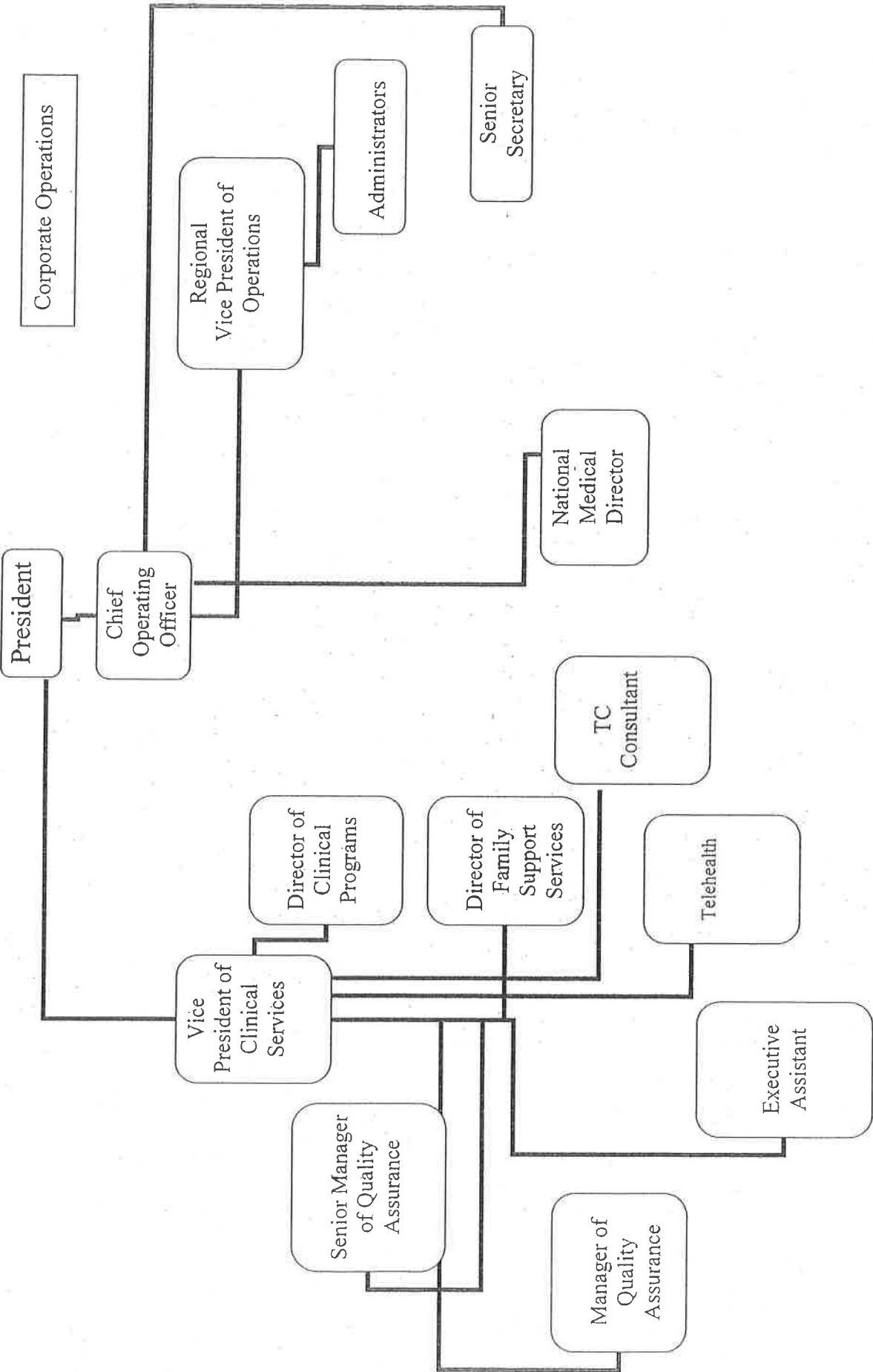
## Attachment A.4

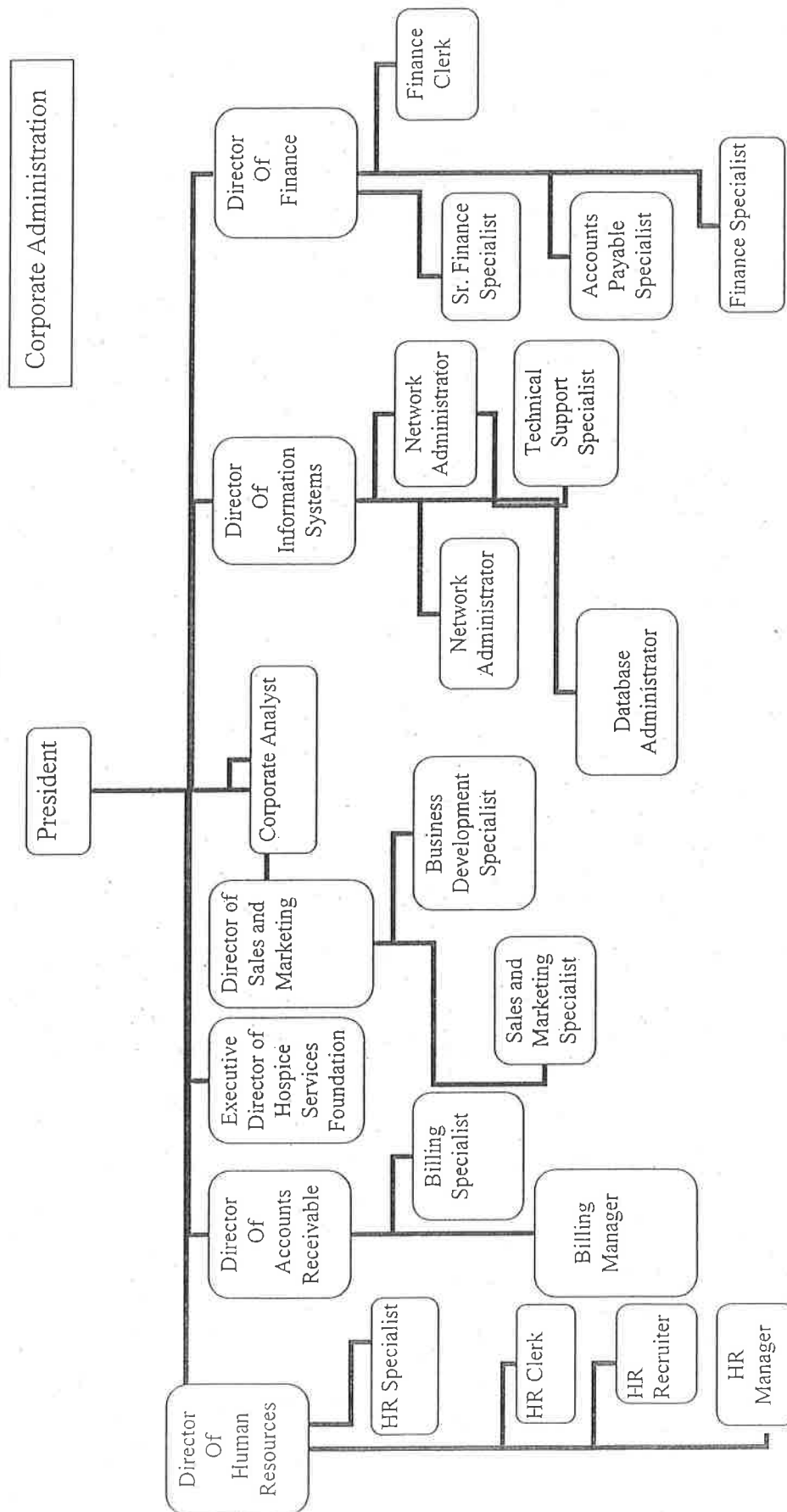
### Hospice Advantage Organizational Charts











**Table A.13**

**Middle Tennessee Managed Care Organization**

**(There are no separate BHOs)**

**Health Plan**

**United Healthcare Community Plan**

United Healthcare Community Plan

10 Cadillac Dr. Suite 200

Brentwood, TN 37027

**AMERIGROUP**

[www.amerigroupcorp.com](http://www.amerigroupcorp.com)

Community Care

Three Lakeview Place

22 Century Blvd., Suite 310

Nashville, TN 37214

**TennCare Select**

TennCare Select

801 Pine Street

Chattanooga, TN 37402-2555

FAX: (423) 752-6790

**Counties:** Bedford, Cannon, Cheatham, Clay, Coffee, Cumberland, Davidson, DeKalb, Dickson, Fentress, Giles, Hickman, Houston, Humphreys, Jackson, Lawrence, Lewis, Lincoln, Macon, Marshall, Maury, Montgomery, Moore, Overton, Perry, Pickett, Putnam, Robertson, Rutherford, Smith, Stewart, Sumner, Trousdale, Van Buren, Warren, Wayne, White, Williamson and Wilson

**Hospice Advantage of Nashville has contracts with United Healthcare and Amerigroup.**

## **Attachment B.V.2**

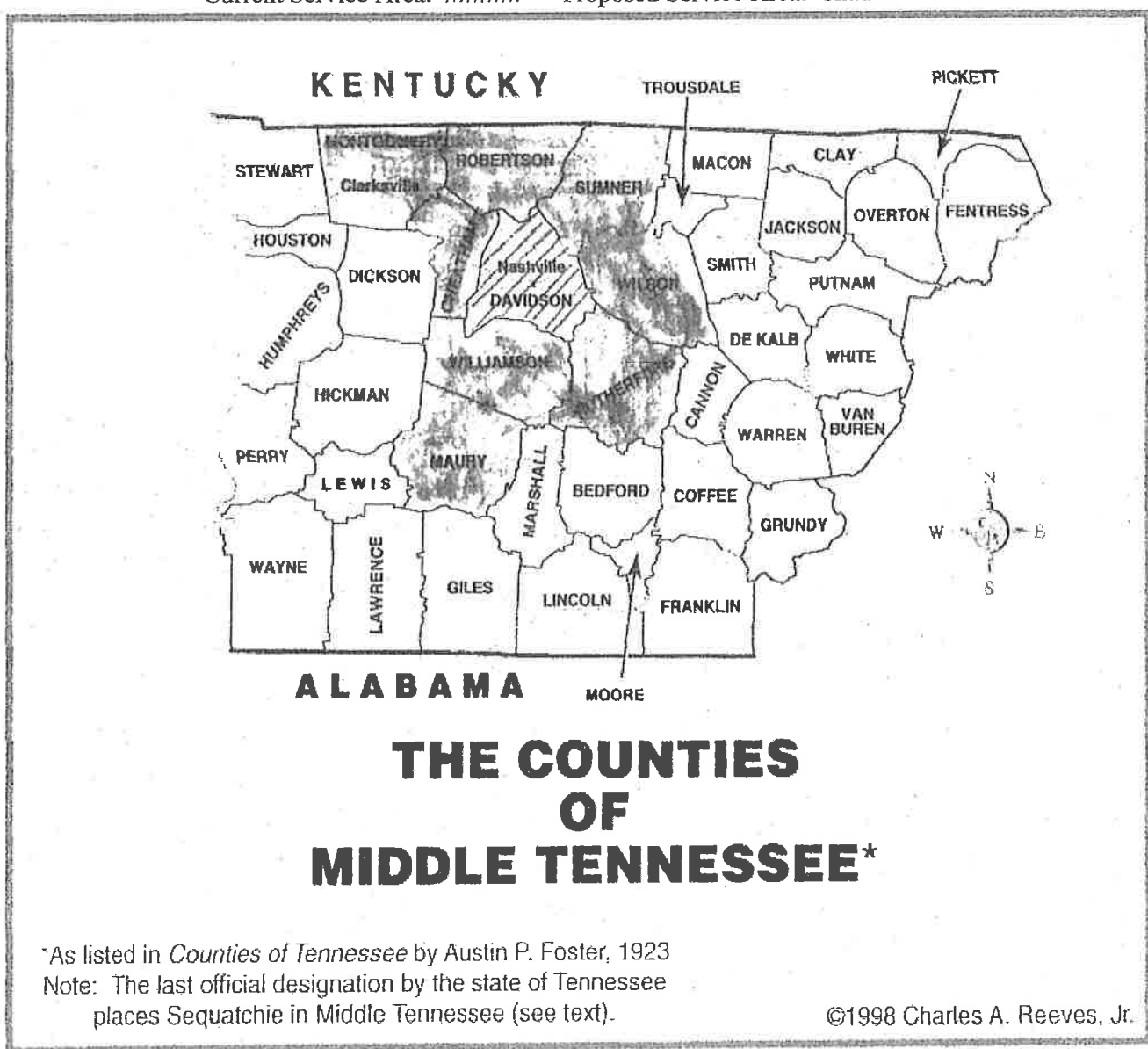
### **Hospice Advantage of Nashville Current and Proposed Service Area**

# Hospice Advantage of Nashville

(formerly A Touch of Grace Hospice of Nashville)

Current and Proposed Service Area

Current Service Area: ////////////// Proposed Service Area: Shaded



SECTION C

GENERAL CRITERIA FOR  
CERTIFICATE OF NEED

Table C.I.1.1

**Tennessee Hospice Agencies - Licensed  
Proposed Service Area  
(Excluding residential hospices)**

Agency Name	Cheatham	Robertson	Rutherford	Sumner	Williamson	Wilson	Montgomery	Maury
Alive Hospice								
Asercare								
Avalon								
Caris Healthcare								
Highpoint								
Mahogany								
Odyssey								
Priority								
Northcrest								
Willowbrook								
Guardian								
Tennessee Quality								
Hospice Compassus								
Sumner Hospice								
Gateway								
	<b>10</b>	<b>11</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>8</b>	<b>7</b>	<b>6</b>

Source: [http://health.state.tn.us/HCF/Facilities\\_Listings/CurrentResults.asp](http://health.state.tn.us/HCF/Facilities_Listings/CurrentResults.asp), Current Licensed Facilities, Hospice, Health Care Facilities Listing, Tennessee Department of Health, May 16, 2012.



Table C.I.1.2

Hospice Services Gap Analysis  
Hospice Deaths as a Percentage of Total Deaths  
Comparison of State and National Averages, 2005-2010

	2005	2006	2007	2008	2009	2010
U.S. Average	33%	36%	38.8%	38.5%	41.6%	42%
Tennessee Average	24%	27%	32%	25.5%	35%	36%
Percentage Point Gap	9	9	7	13	6	6
Total Tennessee Deaths	57,091	56,636	56,800	58,555	58,023	59,201
Minimum # Tennesseans Negatively Impacted	5,138	5,097	3,976	7,612	3,481	3,411

Sources: 1) 2005-2010 Joint Annual Report of Hospices and 2005 Death Statistics, Tennessee Department of Health  
2) 2005-2010 NHPCO Facts and Figures: Hospice Care in America, National Association of Hospice and Palliative Care

## Attachment C.I.3.1

### Hospice Advantage of Nashville Current and Proposed Service Area

# Hospice Advantage of Nashville

(formerly A Touch of Grace Hospice of Nashville)

Current and Proposed Service Area

Current Service Area: ////////////// Proposed Service Area: Shaded

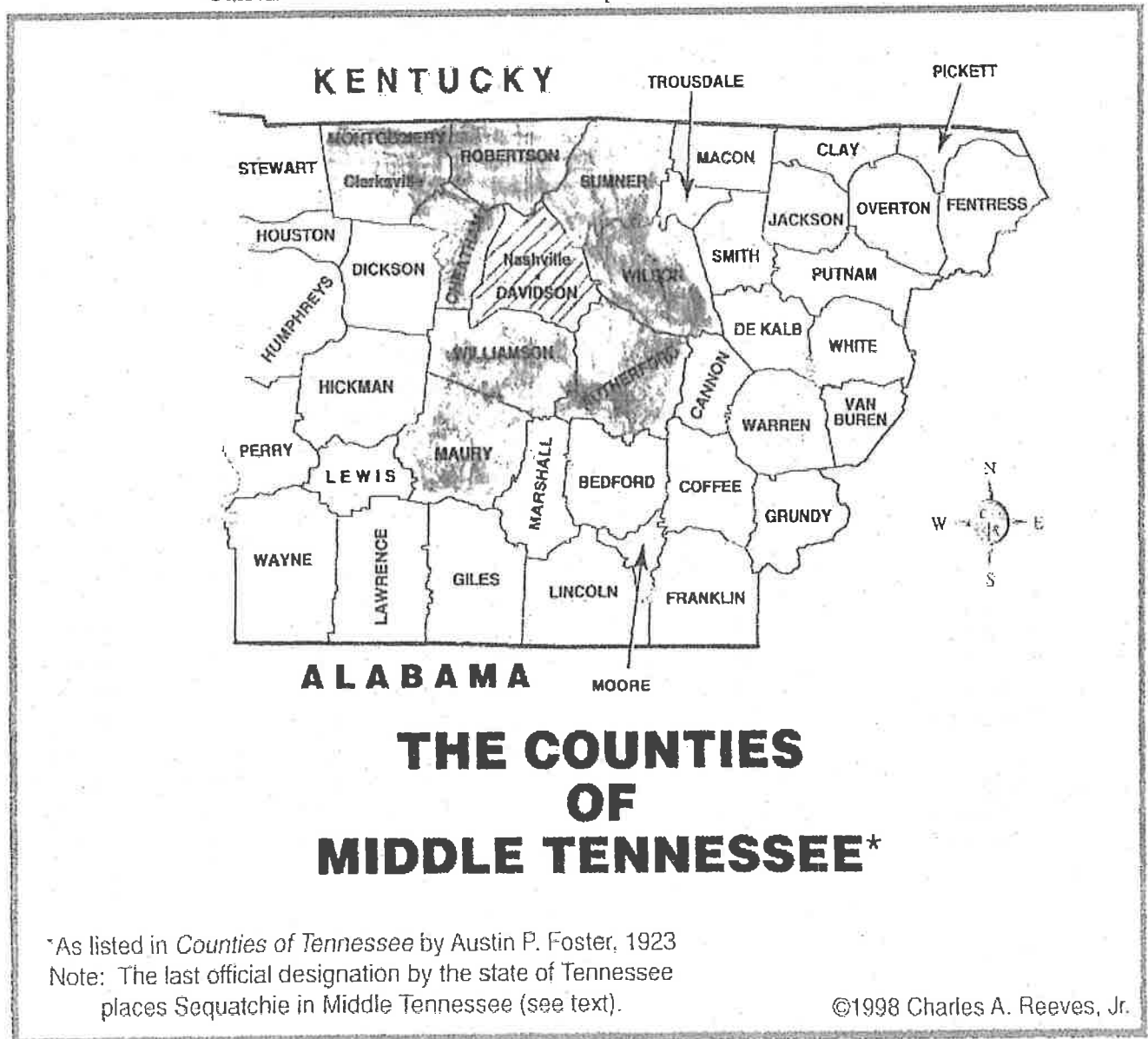


Table C.I.1.3

**Estimated Hospice Utilization  
Patients Served as a Percentage of Total Deaths by Race, 2009-2010  
Statewide**

	Whites			African Americans		
	Deaths	Hospice Patients	% of Hospice Utilization	Deaths	Hospice Patients	% of Hospice Utilization
2009	49542	22913	46.25%	8181	3107	37.98%
2010	50713	24118	47.56%	8162	3170	38.84%

The above estimation model assumes 100 percent of the hospice patients served expired during the same period.

Table C.I.1.4

**Estimated Hospice Utilization  
Patients Served as a Percentage of Total Deaths by Race, 2010  
Proposed Service Area by County**

	Whites			African Americans		
	Deaths	Hospice Patients	% of Hospice Utilization	Deaths	Hospice Patients	% of Hospice Utilization
<b>Cheatham</b>	<b>328</b>	<b>160</b>	<b>48.8%</b>	<b>8</b>	<b>8</b>	<b>100%</b>
<b>Maury</b>	<b>628</b>	<b>357</b>	<b>56.8%</b>	<b>94</b>	<b>25</b>	<b>26.6%</b>
<b>Montgomery</b>	<b>847</b>	<b>439</b>	<b>51.8%</b>	<b>183</b>	<b>55</b>	<b>30.1%</b>
<b>Robertson</b>	<b>496</b>	<b>303</b>	<b>61.1%</b>	<b>65</b>	<b>27</b>	<b>41.5%</b>
<b>Rutherford</b>	<b>1,360</b>	<b>666</b>	<b>48.9%</b>	<b>162</b>	<b>43</b>	<b>26.5%</b>
<b>Sumner</b>	<b>1,177</b>	<b>619</b>	<b>52.6%</b>	<b>72</b>	<b>22</b>	<b>30.6%</b>
<b>Williamson</b>	<b>879</b>	<b>498</b>	<b>56.7%</b>	<b>54</b>	<b>28</b>	<b>51.9%</b>
<b>Wilson</b>	<b>777</b>	<b>333</b>	<b>42.9%</b>	<b>56</b>	<b>21</b>	<b>37.5%</b>

The above estimation model assumes 100 percent of the hospice patients served in the county expired during the same period.

Table C.I.4A.1

<b>Population of Proposed Service Area 2012</b>			
	<b>Total</b>	<b>Black &amp; Other</b>	<b>White</b>
<b>Cheatham</b>	<b>42,222</b>	<b>953</b>	<b>41,269</b>
<b>Maury</b>	<b>84,148</b>	<b>12,249</b>	<b>71,899</b>
<b>Montgomery</b>	<b>159,209</b>	<b>121,197</b>	<b>38,012</b>
<b>Robertson</b>	<b>68,589</b>	<b>5,702</b>	<b>62,887</b>
<b>Rutherford</b>	<b>256,765</b>	<b>33,031</b>	<b>223,734</b>
<b>Sumner</b>	<b>162,422</b>	<b>12,827</b>	<b>149,595</b>
<b>Williamson</b>	<b>184,323</b>	<b>10,021</b>	<b>172,461</b>
<b>Wilson</b>	<b>114,437</b>	<b>8,441</b>	<b>105,996</b>
<b>Total of 8 Counties</b>	<b>1,072,115</b>	<b>204,421</b>	<b>865,853</b>
<b>Total Tennessee</b>	<b>6,361,070</b>		
(1) <a href="http://health.state.tn.us/statistics/">http://health.state.tn.us/statistics/</a> , Tennessee Population Projection 2010-2020, 2008 Revision, Division of Health Statistics, Tennessee Department of Health			

Table C.I.4A.2

<b>Projected Percentage Change in Population by Race 2012 to 2020</b>			
	<b>Total</b>	<b>African Americans &amp; Other</b>	<b>White</b>
<b>Cheatham</b>	<b>10%</b>	<b>13%</b>	<b>10%</b>
<b>Maury</b>	<b>9%</b>	<b>7%</b>	<b>10%</b>
<b>Montgomery</b>	<b>11%</b>	<b>13%</b>	<b>10%</b>
<b>Robertson</b>	<b>12%</b>	<b>6%</b>	<b>13%</b>
<b>Rutherford</b>	<b>14%</b>	<b>17%</b>	<b>13%</b>
<b>Sumner</b>	<b>10%</b>	<b>16%</b>	<b>10%</b>
<b>Williamson</b>	<b>17%</b>	<b>34%</b>	<b>17%</b>
<b>Wilson</b>	<b>11%</b>	<b>11%</b>	<b>11%</b>
(1) <a href="http://health.state.tn.us/statistics/">http://health.state.tn.us/statistics/</a> , Tennessee Population Projection 2010-2020, 2008 Revision, Division of Health Statistics, Tennessee Department of Health			

**Attachment  
C.I.1.5**

**TennCare Mid-month Report  
February 2012**

C.I.1.5

TennCare Enrollment Data as of 15 Mar 2012

MCO	REGION	Total
UnitedHealthcare Community Plan	East Tennessee	191,323
UnitedHealthcare Community Plan	Middle Tennessee	195,110
UnitedHealthcare Community Plan	West Tennessee	172,067
AMERIGROUP COMMUNITY CARE	Middle Tennessee	198,980
BLUECARE	East Tennessee	219,886
BLUECARE	West Tennessee	179,298
TENNCARE SELECT	All	45,974
Grand Total		1,206,538

COUNTY	Female			Male			Grand Total
	0-18	19-20	21-64	0-18	19-20	21-64	
ANDERSON	3,711	327	3,368	4,024	216	1,628	6,148
BEDFORD	3,271	259	2,182	3,357	164	987	4,604
BENTON	897	89	766	1,902	46	431	1,506
BLEDSON	752	73	641	1,588	840	382	1,337
BLOUNT	5,220	446	4,424	5,227	299	2,014	7,832
BRADLEY	4,984	489	4,505	5,322	327	2,013	7,936
CAMPBELL	2,715	253	3,101	6,740	201	1,775	11,966
CANNON	709	83	617	1,535	53	323	2,791
CARROLL	1,701	144	1,581	3,775	112	804	4,887
CARTER	2,939	272	2,562	3,070	187	1,369	6,648
CHEATHAM	1,759	152	1,356	1,830	114	639	2,873
CHESTER	935	86	818	935	60	344	1,398
CLAIBORNE	1,869	168	1,883	1,901	128	1,194	3,482
CLAY	507	45	435	512	36	273	895
COCKE	2,514	240	2,344	2,636	56	1,352	4,356
COFFEY	3,135	280	2,583	3,202	174	1,161	4,691
CROCKETT	971	74	708	985	63	334	1,471
CUMBERLAND	2,826	248	2,259	2,946	84	1,141	4,505
DAVIDSON	35,865	2,656	27,147	37,210	1,844	10,126	50,827
DECATUR	598	66	517	678	47	292	1,092
DEKALB	1,164	93	974	1,249	68	519	1,924
DICKSON	2,488	184	2,138	2,637	35	898	3,770
DYER	2,564	222	2,294	2,686	34	976	3,938
FAYETTE	1,583	144	1,168	1,723	80	518	2,442
FENTRESS	1,275	107	1,270	1,392	99	801	2,485
FRANKLIN	1,771	147	1,483	1,813	91	725	2,740
GIBSON	2,909	263	2,612	3,072	212	1,139	4,668
GILES	1,450	133	1,281	1,471	86	633	2,301
GRAINGER	1,318	94	1,065	1,280	71	649	2,152
GREENE	3,248	260	3,098	3,372	90	1,718	5,533
GRUNDY	1,125	118	1,096	1,201	86	623	2,034
HAMBLETON	3,899	247	2,753	3,915	61	1,236	5,527
HAMILTON	15,298	1,263	13,644	15,965	849	5,376	22,945
HANCOCK	460	52	504	1,190	542	41	973
HARDMAN	1,627	143	1,556	1,629	116	728	2,615
HARDIN	1,595	157	1,417	1,631	118	745	2,693
HAWKINS	3,056	291	2,819	3,244	177	1,454	4,973
HAYWOOD	1,454	144	1,290	1,496	103	393	2,098
HENDERSON	1,658	143	1,448	1,641	96	649	2,483
HENRY	1,881	138	1,612	1,971	114	765	2,967
HICKMAN	1,399	140	1,282	1,521	101	673	2,376
HOUSTON	418	41	393	467	37	201	77
HUMPHREYS	941	91	858	938	57	395	1,465
JACKSON	648	45	632	1,466	39	358	1,126
JEFFERSON	2,847	209	2,283	2,890	153	1,174	4,409
							10,271



C.I.1.5

TennCare Enrollment Data as of 15 Mar 2012

COUNTY	Female				Male				Grand Total
	Total				Total				
	0 - 18	19 - 20	21 - 64	65 -->	0 - 18	19 - 20	21 - 64	65 -->	
JOHNSON	923	83	852	293	935	84	555	155	3,880
KNOX	17,171	1,394	15,548	2,386	17,794	905	6,623	945	62,767
LAKE	417	37	510	167	491	32	227	59	1,940
LAUDERDALE	1,913	182	1,780	329	2,034	134	716	124	7,212
LAWRENCE	2,331	201	1,946	423	2,503	142	941	171	8,658
LEWIS	702	62	594	118	784	32	280	64	2,636
LINCOLN	1,772	169	1,454	338	1,906	107	736	125	6,607
LOUDON	2,051	147	1,521	307	2,087	91	885	132	7,021
MACON	1,590	153	1,271	246	1,637	114	683	102	5,536
MADISON	5,918	601	5,359	803	5,910	335	1,739	332	20,997
MARION	1,645	174	1,583	270	1,691	114	687	136	6,300
MARSHALL	1,595	136	1,305	169	1,714	68	572	70	5,629
MAURY	4,210	349	3,578	578	4,517	261	1,361	193	15,047
MCMINN	2,735	260	2,447	535	2,905	180	1,173	227	10,462
MCMURRAY	1,697	167	1,679	403	1,776	147	911	190	6,970
MEigs	750	67	621	93	1,531	744	326	52	2,703
MONROE	2,493	230	2,191	525	2,698	163	1,127	246	9,673
MONTGOMERY	7,060	600	5,828	634	7,313	302	1,824	215	23,776
MOORE	238	24	172	47	283	9	96	16	885
MORGAN	1,126	87	927	194	1,184	69	564	99	4,250
OBION	1,788	139	1,552	313	1,814	98	570	107	6,381
OVERTON	1,130	86	962	292	1,221	73	520	143	4,427
PERRY	485	48	366	91	519	27	212	48	1,796
PICKETT	220	17	195	94	274	15	129	46	990
POLK	926	78	851	164	979	54	474	83	3,609
PUTNAM	3,691	381	3,289	768	3,855	252	1,711	311	14,258
RHEA	2,214	199	1,783	352	2,172	123	860	138	7,841
ROANE	2,330	199	2,405	556	2,611	150	1,316	223	9,790
ROBERTSON	3,531	245	2,367	385	3,634	157	968	165	11,452
RUTHERFORD	11,225	949	8,025	960	11,719	605	2,882	350	36,715
SCOTT	1,817	174	1,708	409	1,855	137	977	195	7,272
SEQUIATCHIE	922	85	796	143	1,562	55	464	63	3,508
SEVIER	4,760	318	3,163	456	5,042	206	1,295	170	15,430
SHELBY	68,661	6,472	55,146	6,563	70,265	4,459	15,732	2,343	229,641
SMITH	1,021	100	895	175	1,091	65	405	61	3,813
STEWART	665	64	601	125	698	28	325	58	2,564
SULLIVAN	7,071	603	6,724	1,334	7,284	426	3,341	598	27,381
SUMNER	6,552	561	5,333	794	6,945	368	2,050	287	22,900
TIPTON	3,381	334	2,555	373	3,589	221	879	136	11,468
TROUSDALE	456	38	371	79	446	27	178	42	1,637
UNICOI	921	78	814	292	1,009	57	380	115	3,666
UNION	1,249	93	918	161	1,282	74	524	81	4,382
VAN BUREN	281	33	268	60	329	22	167	43	1,203
WARREN	2,476	185	2,131	447	2,588	147	1,080	176	9,230
WASHINGTON	4,807	427	4,816	983	4,997	303	2,237	394	18,964
WAYNE	730	64	643	176	1,613	799	45	321	2,871
WEAKLEY	1,687	204	1,480	297	1,764	129	714	109	6,384
WHITE	1,460	131	1,273	335	1,631	98	746	122	5,796
WILLIAMSON	2,650	182	1,759	324	2,823	145	696	111	8,690
WILSON	4,033	345	3,279	496	4,142	231	1,376	190	14,092
z Other	198	67	754	104	308	67	605	71	2,174
Grand Total	337,649	29,341	283,165	47,440	351,085	20,091	118,203	19,564	1,206,538

Table C.I.1.6

Estimated Hospice Utilization Rate Among TennCare Enrollees Ages 21 and Over Hospice Advantage Expansion Counties							
County	TennCare Enrollment (1) February 2012					TennCare Hospice Patients Served*	Hospice Utilization Rate
	Female		Male		Total		
	21-64	65 plus	21-64	65 plus			
Cheatham	1,355	168	643	62	2,228		
Maury	3,543	573	1,362	188	5,666		
Montgomery	5,831	624	1,802	217	8,474		
Robertson	2,399	392	977	160	3,928		
Rutherford	7,973	958	2,873	346	12,150		
Sumner	5,339	797	2,065	293	8,494		
Williamson	1,756	326	696	107	2,885		
Wilson	3,298	488	1,377	194	5,357		
<b>Total Eight (8) County Region Enrollment</b>					<b>49,182</b>		
<b>Estimated TennCare Deaths</b> (Tennessee 2010 Death Rate: 9.3/1000)					<b>457</b>	<b>375*</b>	<b>81.9%</b>
<b>Total Tennessee Enrollment</b>	283,180	47,429	117,960	19,554	<b>468,123</b>		
<b>Estimated TennCare Deaths</b> (Tennessee 2010 Death Rate: 9.3/1000)					<b>4,352</b>	<b>1,182</b>	<b>27.15%</b>

Attachment C.I.5

2011

Hospice Agency Utilization Statistics

by Age and Race

Proposed Service Area Counties

CI.5

## Hospice Utilization by Age and Race - Cheatham County

Facility ID Info			11 Cheatham									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75+	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Homecare and Hospice	Carroll										
09645	Aseracare Hospice McKenzie	Carroll	X		5	8	42	55	7,484	53	2	
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
18614	Cumberland House	Cumberland										
19604	Aseracare Hospice Nashville	Davidson										
19614	The Residence at Alive Hospice	Davidson	X	1	3	1	2	7	58	7		
19624	Alive Hospice, Inc.	Davidson	X	2	22	11	31	66	4,461	64	1	1
19674	Priority Hospice Care, Inc.	Davidson										
19684	Odyssey Hospice	Johnson										
19694	Avalon Hospice	Davidson	X		1	1	6	8	786	7		1
19704	Mahogany Hospice Care, Inc.	Davidson	X									
19714	Caris Healthcare, LP	Davidson										
19724	A Touch of Grace Hospice of Nashville; LLC	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	University of TN Medical Center Hospice Services	Lafayette										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
33663	Hospice of Chattanooga at Walker Road	Hamilton										
34601	Hancock County Home Health and Hospice Agency	Hancock										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Homecare	Knox										
47642	Mercy Hospice	Knox										
47662	University of TN Medical Center Home Care Services	Hospit Lafayette										
47682	Caris Healthcare, LP	Knox										
47692	Mercy Hospice (Residential)	Knox										
52614	Lincoln Medical Home Health and Hospice	Lincoln										
54603	Caris Healthcare, LP	McMinn										
55605	Legacy Hospice of the South	McNairy										
57605	Hospice of West Tennessee	Madison										
57615	Tennessee Quality Hospice	Madison	X									
63604	Gateway Hospice	Montgome	X			2	2	4	188	4		
66605	Baptist Home Care and Hospice	Obion										
68604	Unity Hospice Care of Tennessee, LLC	Shelby										
71604	Odyssey Hospice	Johnson										
74614	NorthCrest Hospice	Robertson	X		3		2	5	263	5		
74624	Caris Healthcare, LP	Robertson	X		3	4	10	17	1,682	17		
75624	Caris Healthcare, LP	Rutherford										
79606	Baptist Trinity Hospice House	Shelby										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice Memphis	Shelby										
79696	Odyssey Hospice	Johnson										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Hospice	Sumner										
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washingto										
90611	Caris Healthcare, LP	Washingto										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice, Inc.	Williamson	X			3	5	8	309	7		1
94614	Guardian Hospice of Nashville, LLC	Dallas	X			1	2	3	762	1		2
96600	Magnolia Regional Health Center Home Health & Hospice	Alcom										
			3	37	31	102	173	15993	165	3	5	

Source: 2011 Joint Annual Report of Hospices, Tennessee Department of Health

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## Hospice Utilization by Age and Race - Maury County

Facility ID Info			60 Maury									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75+	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Homecare and Hospice	Carroll										
09645	Aseracare Hospice McKenzie	Carroll										
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus The Highland Rim	Coffee	X	2	44	27	110	183	7,276	176	6	1
18604	Hospice of Cumberland County	Cumberland										
18614	Cumberland House	Cumberland										
19604	Aseracare Hospice Nashville	Davidson	X		1	3		4	47	4		
19614	The Residence at Alive Hospice	Davidson										
19624	Alive Hospice, Inc.	Davidson										
19674	Priority Hospice Care, Inc.	Davidson										
19684	Odyssey Hospice	Johnson										
19694	Avalon Hospice	Davidson	X		7	2	8	17	1,166	13	3	1
19704	Mahogany Hospice Care, Inc.	Davidson										
19714	Caris Healthcare, LP	Davidson	X		39	36	102	177	9,711	166	10	1
19724	A Touch of Grace Hospice of Nashville, LLC	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	University of TN Medical Center Hospice Services	Lafayette										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
33663	Hospice of Chattanooga at Walker Road	Hamilton										
34601	Hancock County Home Health and Hospice Agency	Hancock										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Homecare	Knox										
47642	Mercy Hospice	Knox										
47662	University of TN Medical Center Home Care Services Hospice	Lafayette										
47682	Caris Healthcare, LP	Knox										
47692	Mercy Hospice (Residential)	Knox										
52614	Lincoln Medical Home Health and Hospice	Lincoln										
54603	Caris Healthcare, LP	McMinn										
55605	Legacy Hospice of the South	McNairy										
57605	Hospice of West Tennessee	Madison										
57615	Tennessee Quality Hospice	Madison	X									
63604	Gateway Hospice	Montgomery										
66605	Baptist Home Care and Hospice	Obion										
68604	Unity Hospice Care of Tennessee, LLC	Shelby										
71604	Odyssey Hospice	Johnson										
74614	NorthCrest Hospice	Robertson										
74624	Caris Healthcare, LP	Robertson										
75624	Caris Healthcare, LP	Rutherford										
79606	Baptist Trinity Hospice House	Shelby										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice Memphis	Shelby										
79696	Odyssey Hospice	Johnson										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Hospice	Sumner										
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice, Inc.	Williamson			3	2	4	9	774	8	1	
94614	Guardian Hospice of Nashville, LLC	Dallas										
96600	Magnolia Regional Health Center Home Health & Hospice	Alcorn										
			2	94	70	224	390	18974	367	20	3	

Source: 2011 Joint Annual Report of Hospices, Tennessee Department of Health

## Hospice Utilization by Age and Race - Montgomery County

Facility ID Info			63 Montgomery									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75+	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Homecare and Hospice	Carroll	X		27	31	145	203	22,136	176	23	4
09645	Aseracare Hospice McKenzie	Carter										
10601	Amedisys Hospice, an Adventa Company	Claiborne										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
18614	Cumberland House	Cumberland										
19604	Aseracare Hospice Nashville	Davidson										
19614	The Residence at Alive Hospice	Davidson										
19624	Alive Hospice, Inc.	Davidson										
19674	Priority Hospice Care, Inc.	Davidson										
19684	Odyssey Hospice	Johnson										
19694	Avalon Hospice	Davidson	X		2	3	1	6	296	6		
19704	Mahogany Hospice Care, Inc.	Davidson										
19714	Caris Healthcare, LP	Davidson										
19724	A Touch of Grace Hospice of Nashville, LLC	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	University of TN Medical Center Hospice Services	Lafayette										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
33663	Hospice of Chattanooga at Walker Road	Hamilton										
34601	Hancock County Home Health and Hospice Agency	Hancock										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Homecare	Knox										
47642	Mercy Hospice	Knox										
47662	University of TN Medical Center Home Care Services	Hospice Lafayette										
47682	Caris Healthcare, LP	Knox										
47692	Mercy Hospice (Residential)	Knox										
52614	Lincoln Medical Home Health and Hospice	Lincoln										
54603	Caris Healthcare, LP	McMinn										
55605	Legacy Hospice of the South	McNairy										
57605	Hospice of West Tennessee	Madison										
57615	Tennessee Quality Hospice	Madison	X									
63604	Gateway Hospice	Montgomery	X	6	61	44	142	253	13,833	221	25	7
66605	Baptist Home Care and Hospice	Obion										
68604	Unity Hospice Care of Tennessee, LLC	Shelby										
71604	Odyssey Hospice	Johnson										
74614	NorthCrest Hospice	Robertson	X		1			1	32	1		
74624	Caris Healthcare, LP	Robertson	X		16	4	15	35	2,400	31	3	1
75624	Caris Healthcare, LP	Rutherford										
79606	Baptist Trinity Hospice House	Shelby										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice Memphis	Shelby										
79696	Odyssey Hospice	Johnson										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Hospice	Sumner										
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice, Inc.	Williamson	X									
94614	Guardian Hospice of Nashville, LLC	Dallas										
96600	Magnolia Regional Health Center Home Health & Hospice	Alcorn										
			6	107	82	303	498	38697	435	51	12	

Source: 2011 Joint Annual Report of Hospices, Tennessee Department of Health

## Hospice Utilization by Age and Race - Rutherford County

Facility ID Info			75 Rutherford									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75+	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Homecare and Hospice	Carroll										
09645	Aseracare Hospice McKenzie	Carroll										
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
18614	Cumberland House	Cumberland										
19604	Aseracare Hospice Nashville	Davidson	X		8	1	10	19	1,217	15	4	
19614	The Residence at Alive Hospice	Davidson	X		4	6	19	29	227	27		2
19624	Alive Hospice, Inc.	Davidson	X	3	66	59	185	313	18,325	280	19	14
19674	Priority Hospice Care, Inc.	Davidson	X			1		1	67			1
19684	Odyssey Hospice	Johnson	X		13	14	47	74	8,844	34	1	39
19694	Avalon Hospice	Davidson	X		4	4	5	13	1,312	10	1	2
19704	Mahogany Hospice Care, Inc.	Davidson	X									
19714	Carls Healthcare, LP	Davidson										
19724	A Touch of Grace Hospice of Nashville, LLC	Davidson										
24606	Carls Healthcare, LP	Fayette										
27605	Carls Healthcare, LP	Gibson										
32603	University of TN Medical Center Hospice Services	Lafayette										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Carls Healthcare, LP	Hamilton										
33663	Hospice of Chattanooga at Walker Road	Hamilton										
34601	Hancock County Home Health and Hospice Agency	Hancock										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Homecare	Knox										
47642	Mercy Hospice	Knox										
47662	University of TN Medical Center Home Care Services Hospice	Lafayette										
47682	Carls Healthcare, LP	Knox										
47692	Mercy Hospice (Residential)	Knox										
52614	Lincoln Medical Home Health and Hospice	Lincoln										
54603	Carls Healthcare, LP	McMinn										
55605	Legacy Hospice of the South	McNairy										
57605	Hospice of West Tennessee	Madison										
57615	Tennessee Quality Hospice	Madison										
63604	Gateway Hospice	Montgomery										
66605	Baptist Home Care and Hospice	Obion										
68604	Unity Hospice Care of Tennessee, LLC	Shelby										
71604	Odyssey Hospice	Johnson										
74614	NorthCrest Hospice	Robertson										
74624	Carls Healthcare, LP	Robertson										
75624	Carls Healthcare, LP	Rutherford	X		54	54	205	313	17,146	289	16	8
79606	Baptist Trinity Hospice House	Shelby										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice Memphis	Shelby										
79696	Odyssey Hospice	Johnson										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Hospice	Sumner										
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Carls Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice, Inc.	Williamson	X		2	6	13	21	1,080	19	2	
94614	Guardian Hospice of Nashville, LLC	Dallas										
96600	Magnolia Regional Health Center Home Health & Hospice	Alcorn										
			3	151	145	484	783	46,218	674	43	66	

Source: 2011 Joint Annual Report of Hospices, Tennessee Department of Health

CI.5

## Hospice Utilization by Age and Race - Robertson County

Facility ID Info			74 Robertson									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75+	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Homecare and Hospice	Carroll										
09645	Aseracare Hospice McKenzie	Carroll										
10601	Amedisys Hospice, an Advenia Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
18614	Cumberland House	Cumberland										
19604	Aseracare Hospice Nashville	Davidson	X		2	1	28	31	3,947	30	1	
19614	The Residence at Alive Hospice	Davidson	X			1	2	3	44	3		
19624	Alive Hospice, Inc.	Davidson	X	3	19	6	34	62	3,040	55	2	5
19674	Priority Hospice Care, Inc.	Davidson										
19684	Odyssey Hospice	Johnson	X		6	2	7	15	997	8	3	4
19694	Avalon Hospice	Davidson	X		1		2	3	81	3		
19704	Mahogany Hospice Care, Inc.	Davidson	X									
19714	Caris Healthcare, LP	Davidson										
19724	A Touch of Grace Hospice of Nashville, LLC	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	University of TN Medical Center Hospice Services	Lafayette										
33603	Amedisys Hospice, an Advenia Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
33663	Hospice of Chattanooga at Walker Road	Hamilton										
34601	Hancock County Home Health and Hospice Agency	Hancock										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Advenia Company	Knox										
47632	Covenant Homecare	Knox										
47642	Mercy Hospice	Knox										
47662	University of TN Medical Center Home Care Services Hospice	Lafayette										
47682	Caris Healthcare, LP	Knox										
47692	Mercy Hospice (Residential)	Knox										
52614	Lincoln Medical Home Health and Hospice	Lincoln										
54603	Caris Healthcare, LP	McMinn										
55605	Legacy Hospice of the South	McNairy										
57605	Hospice of West Tennessee	Madison										
57615	Tennessee Quality Hospice	Madison										
63604	Gateway Hospice	Montgomery	X		2	1	3	6	135	6		
66605	Baptist Home Care and Hospice	Oblon										
66604	Unity Hospice Care of Tennessee, LLC	Shelby										
71604	Odyssey Hospice	Johnson										
74614	NorthCrest Hospice	Robertson	X		14	23	63	100	5,603	94	6	
74624	Caris Healthcare, LP	Robertson	X		9	10	02	81	9,074	70	10	1
75624	Caris Healthcare, LP	Rutherford										
79606	Baptist Trinity Hospice House	Shelby										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice Memphis	Shelby										
79696	Odyssey Hospice	Johnson										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Hospice	Sumner	X		1	1	2	4	700	3	1	
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice, Inc.	Williamson	X		2		6	10	491	9		1
94614	Guardian Hospice of Nashville, LLC	Dallas										
96600	Magnolia Regional Health Center Home Health & Hospice	Alcorn										
			3	56	45	211	315	24912	201	23	11	

Source: 2011 Joint Annual Report of Hospices, Tennessee Department of Health



# Hospice Utilization by Age and Race - Sumner County

Facility ID Info												
2023 Summer												
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
05602	Blount Memorial Hospice	Blount										
06803	Family Hospice Cleveland	Bradley										
06813	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Homecare and Hospice	Carroll										
09645	Asericare Hospice McKenzie	Carroll										
10801	Amadisys Hospice, an Adventa Company	Carter										
13803	Claborne Home Health Care	Claborne										
15802	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
18614	Cumberland House	Cumberland										
19604	Asericare Hospice Nashville	Davidson	X	1	8	31	40	3,172	36	4		
19614	The Residence at Alvie Hospice	Davidson	X	4	6	10	88	10				
19624	Alvie Hospice, Inc.	Davidson	X	41	20	89	150	7,348	147	2		
19674	Priority Hospice Care, Inc.	Davidson	X				6	1,097	6			
19684	Odysey Hospice	Johnson	X									
19694	Avelon Hospice	Davidson	X	2	3	13	18	1,233	15	3		
19704	Mahogany Hospice Care, Inc.	Davidson	X		1		4		1			
19714	Caris Healthcare, LP	Davidson										
19724	A Touch of Grace Hospice of Nashville, LLC	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	University of TN Medical Center Hospice Services	Lafayette										
33603	Amadisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
33663	Hospice of Chattanooga at Walker Road	Hamilton										
34601	Hancock County Home Health and Hospice Agency	Hamilton										
40615	Henry County Medical Center Hospice	Hancock										
47602	Amadisys Hospice, an Adventa Company	Henry										
47632	Covenant Homecare	Knox										
47642	Mercy Hospice	Knox										
47662	University of TN Medical Center Home Care Services	Hospice Lafayette										
47682	Caris Healthcare, LP	Knox										
47692	Mercy Hospice (Residential)	Knox										
52614	Lincoln Medical Home Health and Hospice	Lincoln										
54603	Caris Healthcare, LP	McMinn										
55605	Legacy Hospice of the South	McNairy										
57605	Hospice of West Tennessee	Madison										
57615	Tennessee Quality Hospice	Madison										
63604	Galeway Hospice	Montgomery										
66805	Baptist Home Care and Hospice	Oblon										
68604	Unity Hospice Care of Tennessee, LLC	Shelby										
71604	Odysey Hospice	Johnson										
74614	NorthCrest Hospice	Robertson	X	2	8	14	57	80	83	2		
74624	Caris Healthcare, LP	Robertson	X						8,232	75	2	
75624	Caris Healthcare, LP	Rutherford										
79606	Baptist Trinity Hospice House	Shelby										
79619	Baptist Trinity Hospice	Shelby										
79648	Amadisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Asericare Hospice Memphis	Shelby										
79696	Odysey Hospice	Johnson										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Hospice	Sumner	X	54	71	211	336	21,901	319	10		7
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice, Inc.	Williamson	X	3	8	26	39	2,090	35	5		1
94614	Guardian Hospice of Nashville, LLC	Dallas										
96600	Magnolia Regional Health Center Home Health & Hospice	Alcorn										
				1	115	125	441	632	45,558	646	24	12

Source: 2011 Joint Annual Report of Hospices, Tennessee Department of Health

## Hospice Utilization by Age and Race - Williamson County

Facility ID Info			94 Williamson									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75+	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Homecare and Hospice	Carroll										
09645	Aseracare Hospice McKenzie	Carroll										
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
18614	Cumberland House	Cumberland										
19604	Aseracare Hospice Nashville	Davidson	X		1		18	19	2,629	19		
19614	The Residence at Alive Hospice	Davidson	X	6	5	19	30	302	29			1
19624	Alive Hospice, Inc.	Davidson	X	35	33	122	190	9,559	177	9		4
19674	Priority Hospice Care, Inc.	Davidson	X		1	31	32	3,807	32			
19684	Odyssey Hospice	Johnson	X	15	13	32	60	5,218	17	1		42
19694	Avalon Hospice	Davidson	X	3	5	21	29	2,886	24	4		1
19704	Mahogany Hospice Care, Inc.	Davidson	X									
19714	Caris Healthcare, LP	Davidson	X		2	4	66	72	7,495	69	3	
19724	A Touch of Grace Hospice of Nashville, LLC	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	University of TN Medical Center Hospice Services	Lafayette										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
33663	Hospice of Chattanooga at Walker Road	Hamilton										
34601	Hancock County Home Health and Hospice Agency	Hancock										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Homecare	Knox										
47642	Mercy Hospice	Knox										
47662	University of TN Medical Center Home Care Services	Lafayette										
47682	Caris Healthcare, LP	Knox										
47692	Mercy Hospice (Residential)	Knox										
52614	Lincoln Medical Home Health and Hospice	Lincoln										
54603	Caris Healthcare, LP	McMinn										
55605	Legacy Hospice of the South	McNairy										
57605	Hospice of West Tennessee	Madison										
57615	Tennessee Quality Hospice	Madison	X									
63604	Gateway Hospice	Montgomery										
66605	Baptist Home Care and Hospice	Obion										
68604	Unity Hospice Care of Tennessee, LLC	Shelby										
71604	Odyssey Hospice	Johnson										
74614	NorthCrest Hospice	Robertson										
74624	Caris Healthcare, LP	Robertson										
75624	Caris Healthcare, LP	Rutherford										
79606	Baptist Trinity Hospice House	Shelby										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice Memphis	Shelby										
79696	Odyssey Hospice	Johnson										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Hospice	Sumner										
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice, Inc.	Williamson	X		5	13	88	106	7,179	97	6	3
94614	Guardian Hospice of Nashville, LLC	Dallas	X			2	36	38	5,366	32	1	5
96600	Magnolia Regional Health Center Home Health & Hospice	Alcorn										
			0	67	76	433	576	44441	496	24	56	

Source: 2011 Joint Annual Report of Hospices, Tennessee Department of Health

CI.5

## Hospice Utilization by Age and Race - Wilson County

Facility ID Info			95 Wilson									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Homecare and Hospice	Carroll										
09645	Aseracare Hospice McKenzie	Carroll										
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
18614	Cumberland House	Cumberland										
19604	Aseracare Hospice Nashville	Davidson	X		1	1	1	3	133	3		
19614	The Residence at Alive Hospice	Davidson	X		5		4	9	61	9		
19624	Alive Hospice, Inc.	Davidson	X	1	33	25	99	158	8,971	150	5	3
19674	Priority Hospice Care, Inc.	Davidson										
19684	Odyssey Hospice	Johnson	X		33	58	184	275	27,116	128	8	139
19694	Avalon Hospice	Davidson	X		3	5	15	23	1,185	23		
19704	Mahogany Hospice Care, Inc.	Davidson	X									
19714	Carls Healthcare, LP	Davidson										
19724	A Touch of Grace Hospice of Nashville, LLC	Davidson										
24606	Carls Healthcare, LP	Fayette										
27605	Carls Healthcare, LP	Gibson										
32603	University of TN Medical Center Hospice Services	Lafayette										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Carls Healthcare, LP	Hamilton										
33663	Hospice of Chattanooga at Walker Road	Hamilton										
34601	Hancock County Home Health and Hospice Agency	Hancock										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Homecare	Knox										
47642	Mercy Hospice	Knox										
47662	University of TN Medical Center Home Care Services	Hot: Lafayette										
47682	Carls Healthcare, LP	Knox										
47692	Mercy Hospice (Residential)	Knox										
52614	Lincoln Medical Home Health and Hospice	Lincoln										
54603	Carls Healthcare, LP	McMinn										
55605	Legacy Hospice of the South	McNairy										
57605	Hospice of West Tennessee	Madison										
57615	Tennessee Quality Hospice	Madison										
63604	Gateway Hospice	Montgome										
66605	Baptist Home Care and Hospice	Obion										
68604	Unity Hospice Care of Tennessee, LLC	Shelby										
71604	Odyssey Hospice	Johnson										
74614	NorthCrest Hospice	Robertson										
74624	Carls Healthcare, LP	Robertson										
75624	Carls Healthcare, LP	Rutherford X			8	2	9	19	1,877	19		
79606	Baptist Trinity Hospice House	Shelby										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice Memphis	Shelby										
79696	Odyssey Hospice	Johnson										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Hospice	Sumner	X				5	5	291	5		
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washingto										
90611	Carls Healthcare, LP	Washingto										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice, Inc.	Williamson X			1		5	6	431	5		1
94614	Guardian Hospice of Nashville, LLC	Dallas										
96600	Magnolia Regional Health Center Home Health & Hospice	Alcorn										
			1	84	91	322	498	40065	342	13	143	

Source: 2011 Joint Annual Report of Hospices, Tennessee Department of Health

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2010

Hospice Agency Utilization Statistics by  
Age and Race

Proposed Service Area

## Utilization Statistics - Cheatham County

Facility ID Info			11 Cheatham									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Qt Benton	X										
05602	Blount Memorial Blount											
06603	Family Hospice Bradley											
06613	Home Health of Bradley											
09625	Baptist Memorial Carroll											
09645	AseraCare Home Carroll	X			6	5	44	55	4206	51	3	1
10601	Amedisys Home Carter											
13603	Claiborne Home Claiborne											
15602	Smoky Mountain Cocke											
16604	Hospice Community Coffee											
18604	Hospice of Cumberland											
19604	AseraCare Home Davidson											
19614	The Residence Davidson	X			2	2	3	7	29	7		
19624	Alive Hospice, Davidson	X			23	13	28	64	4457	60	4	
19674	Priority Hospice Davidson											
19684	Odyssey Hospice Fulton											
19694	Avalon Hospice Davidson	X					5	5	412	5		
19704	Mahogany Home Davidson	X					2	2	17	2		
19714	Caris Healthcare Davidson											
19724	A Touch of Grace Davidson											
24606	Caris Healthcare Fayette											
27605	Caris Healthcare Gibson											
32603	University of Tennessee Hamblen											
33603	Amedisys Home Hamilton											
33613	Hospice of Cheatham Hamilton											
33643	Avalon Hospice Hamilton											
33653	Caris Healthcare Hamilton											
33663	Hospice of Cheatham Hamilton											
34601	Hancock Courthouse Hancock											
40615	Henry County Henry											
47602	Amedisys Home Knox											
47632	Covenant Home Knox											
47642	Mercy Hospice Knox											
47662	University of Tennessee Knox											
47682	Caris Healthcare Knox											
47692	Mercy Residences Knox											
52614	Hospital Home Lincoln											
54601	Caris Healthcare McMinn											
55601	Mercy Hospice McNairy											
57605	Hospice of West Madison											
63604	Gateway Hospice Montgomery	X			2	1	1	4	92	4		
66605	Baptist Home Obion											
68601	Unity Hospice Perry											
71604	Gentiva Hospice Putnam											
74614	NorthCrest Home Robertson	X			1		2	3	82	3		
74624	Caris Healthcare Robertson	X			4	4	6	14	1585	13		1
75624	Caris Healthcare Rutherford											
79616	Baptist Trinity Shelby											
79646	Amedisys Home Shelby											
79666	Methodist Alliance Shelby											
79676	Crossroads Home Shelby											
79686	AseraCare Home Shelby											
79696	Odyssey Hospice Fulton											
82601	Wellmont Home Sullivan											
82691	Wellmont Home Sullivan											
83604	Sumner Home Sumner											
84606	Baptist Home Tipton											
90601	Medical Center Washington											
90611	Caris Healthcare Washington											
91602	Volunteer Home Wayne											
94604	Willowbrook Home Williamson	X			4		6	10	174	9	1	
94614	Guardian Hospice Williamson	X			3	1	3	7	817	6		1
96600	Magnolia Regency Alcorn											
Total				0	45	26	100	171	11871	160	8	3

## Utilization Statistics - Maury County

Facility ID Info			60 Maury									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Qt Benton	X										
05602	Blount Memori Blount	-										
06603	Family Hospic Bradley	-										
06613	Home Health t Bradley	-										
09625	Baptist Memoi Carroll	-										
09645	AseraCare Ho Carroll	-										
10601	Amedisys Hos Carter	-										
13603	Claiborne Hon Claiborne	-										
15602	Smoky Mount: Cocke	-										
16604	Hospice Comf Coffee	X			52	44	111	207	8936	193	13	1
18604	Hospice of Cu Cumberland	-										
19604	AseraCare Ho Davidson	X			1	1		2	115	2		
19614	The Residence Davidson	-										
19624	Alive Hospice, Davidson	-										
19674	Priority Hospic Davidson	-										
19684	Odyssey Hosp Fullon	-										
19694	Avalon Hospic Davidson	X				1		1	127	1		
19704	Mahogany Ho: Davidson	-										
19714	Caris Healthc: Davidson	X		1	23	27	109	160	7095	148	10	2
19724	A Touch of Gr Davidson	-										
24606	Caris Healthc: Fayette	-										
27605	Caris Healthc: Gibson	-										
32603	University of T Hamblen	-										
33603	Amedisys Hos Hamilton	-										
33613	Hospice of Ch Hamilton	-										
33643	Avalon Hospic Hamilton	-										
33653	Caris Healthc: Hamilton	-										
33663	Hospice of Ch Hamilton	-										
34601	Hancock Cour Hancock	-										
40615	Henry County Henry	-										
47602	Amedisys Hos Knox	-										
47632	Covenant Hon Knox	-										
47642	Mercy Hospic: Knox	-										
47662	University of T Knox	-										
47682	Caris Healthc: Knox	-										
47692	Mercy Reside: Knox	-										
52614	Hospital Home Lincoln	-										
54601	Caris Healthc: McMinn	-										
55601	Mercy Hospic: McNairy	-										
57605	Hospice of Wt Madison	-										
63604	Gateway Hosp Montgomery	-										
66605	Baptist Home Obion	-										
68601	Unity Hospice Perry	-										
71604	Gentiva Hospi Putnam	-										
74614	NorthCrest Hc Robertson	-										
74624	Caris Healthc: Robertson	-										
75624	Caris Healthc: Rutherford	-										
79616	Baptist Trinity Shelby	-										
79646	Amedisys Hos Shelby	-										
79666	Methodist Allie Shelby	-										
79676	Crossroads H: Shelby	-										
79686	Aseracare Ho: Shelby	-										
79696	Odyssey Hosp Fullon	-										
82601	Wellmont Hos Sullivan	-										
82691	Wellmont Hos Sullivan	-										
83604	Sumner Home Sumner	-										
84606	Baptist Home Tipton	-										
90601	Medical Cente Washington	-										
90611	Caris Healthc: Washington	-										
91602	Volunteer Hos Wayne	-										
94604	Willowbrook H Williamson	X			5	3	7	15	531	13	2	
94614	Guardian Hosp Williamson	-										
96600	Magnolia Regi Alcom	-										
Total				1	81	76	227	385	16804	357	25	3

## Utilization Statistics - Montgomery County

Facility ID Info			63 Montgomery									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Qi Benton	X										
05602	Blount Memori Blount	-										
06603	Family Hospic Bradley	-										
06613	Home Health Bradley	-										
09625	Baptist Memoi Carroll	-										
09645	AseraCare Ho Carroll	X			36	21	135	192	15913	174	14	4
10601	Amedisys Hos Carter	-										
13603	Claiborne Hon Claiborne	-										
15602	Smoky Mount Cocke	-										
16604	Hospice Comr Coffee	-										
18604	Hospice of Cu Cumberland	-										
19604	AseraCare Ho Davidson	-										
19614	The Residenc Davidson	-										
19624	Alive Hospice, Davidson	-										
19674	Priority Hospic Davidson	-										
19684	Odyssey Hosp Fulton	-										
19694	Avalon Hospic Davidson	X			1	4	5	10	600	10		
19704	Mahogany Ho Davidson	-										
19714	Caris Healthc Davidson	-										
19724	A Touch of Gr Davidson	-										
24606	Caris Healthc Fayette	-										
27605	Caris Healthc Gibson	-										
32603	University of T Hamblen	-										
33603	Amedisys Hos Hamilton	-										
33613	Hospice of Ch Hamilton	-										
33643	Avalon Hospic Hamilton	-										
33653	Caris Healthc Hamilton	-										
33663	Hospice of Ch Hamilton	-										
34601	Hancock Cour Hancock	-										
40615	Henry County Henry	-										
47602	Amedisys Hos Knox	-										
47632	Covenant Hon Knox	-										
47642	Mercy Hospicr Knox	-										
47662	University of T Knox	-										
47682	Caris Healthc Knox	-										
47692	Mercy Residei Knox	-										
52614	Hospital Home Lincoln	-										
54601	Caris Healthc McMinn	-										
55601	Mercy Hospicr McNairy	-										
57605	Hospice of Wv Madison	-										
63604	Gateway Hosp Montgomery	X		1	55	57	144	257	11957	221	33	3
66605	Baptist Home Obion	-										
68601	Unity Hospice Perry	-										
71604	Gentiva Hospi Putnam	-										
74614	NorthCrest Hc Robertson	X										
74624	Caris Healthc Robertson	X			19	6	19	44	3253	34	8	2
75624	Caris Healthc Rutherford	-										
79616	Baptist Trinity Shelby	-										
79646	Amedisys Hos Shelby	-										
79666	Methodist Alliz Shelby	-										
79676	Crossroads H: Shelby	-										
79686	Aseracare Ho Shelby	-										
79696	Odyssey Hosp Fulton	-										
82601	Wellmont Hos Sullivan	-										
82691	Wellmont Hos Sullivan	-										
83604	Sumner Home Sumner	-										
84606	Baptist Home Tipton	-										
90601	Medical Cente Washington	-										
90611	Caris Healthc Washington	-										
91602	Volunteer Hos Wayne	-										
94604	Willowbrook H Williamson	X										
94614	Guardian Hosp Williamson	-										
96600	Magnolia Regi Alcorn	-										
Total				1	111	88	303	503	31723	439	55	9

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## Utilization Statistics - Robertson County

Facility ID Info			74 Robertson									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Qi Benton	-										
05602	Blount Memor Blount	-										
06603	Family Hospic Bradley	-										
06613	Home Health ( Bradley	-										
09625	Baptist Memoi Carroll	-										
09645	AseraCare Hc Carroll	-										
10601	Amedisys Hos Carter	-										
13603	Claiborne Hon Claiborne	-										
15602	Smoky Mount: Cocke	-										
16604	Hospice Comf Coffee	-										
18604	Hospice of Cu Cumberland	-										
19604	AseraCare Hc Davidson	X			2	4	24	30	7109	29	1	
19614	The Residence Davidson	X			1	6		7	37	7		
19624	Alive Hospice, Davidson	X			19	15	23	57	3403	54	2	1
19674	Priority Hospic Davidson	X				1		1	56	1		
19684	Odyssey Hosr Fulton	X				1	6	7	221	7		
19694	Avalon Hospic Davidson	X			1	3	6	10	1746	9		1
19704	Mahogany Ho Davidson	X										
19714	Caris Healthcr Davidson	-										
19724	A Touch of Gr Davidson	-										
24606	Caris Healthcr Fayette	-										
27605	Caris Healthcr Gibson	-										
32603	University of T Hamblen	-										
33603	Amedisys Hos Hamilton	-										
33613	Hospice of Ch Hamilton	-										
33643	Avalon Hospic Hamilton	-										
33653	Caris Healthcr Hamilton	-										
33663	Hospice of Ch Hamilton	-										
34601	Hancock Cour Hancock	-										
40615	Henry County Henry	-										
47602	Amedisys Hos Knox	-										
47632	Covenant Hor Knox	-										
47642	Mercy Hospicr Knox	-										
47662	University of T Knox	-										
47682	Caris Healthcr Knox	-										
47692	Mercy Residei Knox	-										
52614	Hospital Home Lincoln	-										
54601	Caris Healthcr McMinn	-										
55601	Mercy Hospicr McNairy	-										
57605	Hospice of Wt Madison	-										
63604	Gateway Hosr Montgomery	X			1		1	2	90	2		
66605	Baptist Home Obion	-										
68601	Unity Hospice Perry	-										
71604	Gentiva Hospi Putnam	-										
74614	NorthCrest Hc Robertson	X			15	21	72	108	4480	99	9	
74624	Caris Healthcr Robertson	X		1	20	11	72	104	11275	86	15	3
75624	Caris Healthcr Rutherford	-										
79616	Baptist Trinity Shelby	-										
79646	Amedisys Hos Shelby	-										
79666	Methodist Allis Shelby	-										
79676	Crossroads H Shelby	-										
79686	Aseracare Ho Shelby	-										
79696	Odyssey Hosr Fulton	-										
82601	Wellmont Hos Sullivan	-										
82691	Wellmont Hos Sullivan	-										
83604	Sumner Home Sumner	X					1	1	4	1		
84606	Baptist Home Tipton	-										
90601	Medical Cente Washington	-										
90611	Caris Healthcr Washington	-										
91602	Volunteer Hos Wayne	-										
94604	Willowbrook I- Williamson	X					8	8	407	8		
94614	Guardian Hos Williamson	-										
96600	Magnolia Reg Alcorn	-										
Total				1	59	62	213	335	28828	303	27	



## Utilization Statistics - Rutherford County

Facility ID Info			75 Rutherford									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Qu Benton											
05602	Blount Memori Blount											
06603	Family Hospic Bradley											
06613	Home Health I Bradley											
09625	Baptist Memo Carroll											
09645	AseraCare Ho Carroll											
10601	Amedisys Hos Carter											
13603	Claiborne Hon Claiborne											
15602	Smoky Mount Cocke											
16604	Hospice Comf Coffee											
18604	Hospice of Cu Cumberland											
19604	AseraCare Ho Davidson											
19614	The Residence Davidson	X		1	12	10	15	38	316	36	2	
19624	Alive Hospice, Davidson	X		3	81	59	129	272	20844	245	19	8
19674	Priority Hospic Davidson	X										
19684	Odyssey Hosp Fulton	X			15	20	35	70	6816	44	2	24
19694	Avalon Hospic Davidson	X			8	12	11	31	1611	24	2	5
19704	Mahogany Ho: Davidson	X										
19714	Caris Healthc Davidson											
19724	A Touch of Gr Davidson											
24606	Caris Healthc Fayette											
27605	Caris Healthc Gibson											
32603	University of T Hamblen											
33603	Amedisys Hos Hamilton											
33613	Hospice of Ch Hamilton											
33643	Avalon Hospic Hamilton											
33653	Caris Healthc Hamilton											
33663	Hospice of Ch Hamilton											
34601	Hancock Cour Hancock											
40615	Henry County Henry											
47602	Amedisys Hos Knox											
47632	Covenant Hon Knox											
47642	Mercy Hospic Knox											
47662	University of T Knox											
47682	Caris Healthc Knox											
47692	Mercy Residei Knox											
52614	Hospital Home Lincoln											
54601	Caris Healthc McMinn											
55601	Mercy Hospic McNairy											
57605	Hospice of W Madison											
63604	Gateway Hosp Montgomery											
66605	Baptist Home Obion											
68601	Unity Hospice Perry											
71604	Gentiva Hospi Putnam											
74614	NorthCrest Hc Robertson											
74624	Caris Healthc Robertson											
75624	Caris Healthc Rutherford	X			65	48	207	320	16697	295	18	7
79616	Baptist Trinity Shelby											
79646	Amedisys Hos Shelby											
79666	Methodist Allie Shelby											
79676	Crossroads H Shelby											
79686	Aseracare Ho: Shelby											
79696	Odyssey Hosp Fulton											
82601	Wellmont Hos Sullivan											
82691	Wellmont Hos Sullivan											
83604	Sumner Home Sumner											
84606	Baptist Home Tipton											
90601	Medical Cente Washington											
90611	Caris Healthc Washington											
91602	Volunteer Hos Wayne											
94604	Willowbrook H Williamson	X			3	3	16	22	1704	22		
94614	Guardian Hos Williamson											
96600	Magnolia Regi Alcorn											
			Total	4	184	152	413	753	47988	666	43	44

CT.5

## Utilization Statistics - Sumner County

Facility ID Info			83 Sumner									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Qt Benton	-										
05602	Blount Memori Blount	-										
06603	Family Hospic Bradley	-										
06613	Home Health t Bradley	-										
09625	Baptist Memoi Carroll	-										
09645	AseraCare Ho Carroll	-										
10601	Amedisys Hos Carter	-										
13603	Claiborne Hon Claiborne	-										
15602	Smoky Mount: Cocke	-										
16604	Hospice Comf Coffee	-										
18604	Hospice of Cu Cumberland	-										
19604	AseraCare Ho Davidson	X				9	20	29	3760	27	1	1
19614	The Residence Davidson	X			4	4	3	11	48	11		
19624	Alive Hospice, Davidson	X		1	26	40	67	134	6512	131	3	
19674	Priority Hospic Davidson	X				1	8	9	1229	9		
19684	Odyssey Hosp. Fulton	-										
19694	Avalon Hospic Davidson	X			1		5	6	929	6		
19704	Mahogany Ho: Davidson	X				2		2	25	1	1	
19714	Caris Healthc: Davidson	-										
19724	A Touch of Gr Davidson	-										
24606	Caris Healthc: Fayette	-										
27605	Caris Healthc: Gibson	-										
32603	University of T Hamblen	-										
33603	Amedisys Hos Hamilton	-										
33613	Hospice of Ch Hamilton	-										
33643	Avalon Hospic Hamilton	-										
33653	Caris Healthc: Hamilton	-										
33663	Hospice of Ch Hamilton	-										
34601	Hancock Cour Hancock	-										
40615	Henry County Henry	-										
47602	Amedisys Hos Knox	-										
47632	Covenant Hon Knox	-										
47642	Mercy Hospic: Knox	-										
47662	University of T Knox	-										
47682	Caris Healthc: Knox	-										
47692	Mercy Resider Knox	-										
52614	Hospital Home Lincoln	-										
54601	Caris Healthc: McMinn	-										
55601	Mercy Hospic: McNairy	-										
57605	Hospice of W: Madison	-										
63604	Gateway Hosp: Montgomery	-										
66605	Baptist Home Obion	-										
68601	Unity Hospice Perry	-										
71604	Gentiva Hospi Putnam	-										
74614	NorthCrest Hc Robertson	X			1		1	2	60	2		
74624	Caris Healthc: Robertson	X			14	18	77	109	7296	102	4	3
75624	Caris Healthc: Rutherford	-										
79616	Baptist Trinity Shelby	-										
79646	Amedisys Hos Shelby	-										
79666	Methodist Allie Shelby	-										
79676	Crossroads H: Shelby	-										
79686	Aseracare Ho: Shelby	-										
79696	Odyssey Hosp: Fulton	-										
82601	Wellmont Hos Sullivan	-										
82691	Wellmont Hos Sullivan	-										
83604	Sumner Home Sumner	X			57	61	210	328	14885	307	13	8
84606	Baptist Home Tipton	-										
90601	Medical Cente Washington	-										
90611	Caris Healthc: Washington	-										
91602	Volunteer Hos Wayne	-										
94604	Willowbrook H Williamson	X				2	13	15	1265	14		1
94614	Guardian Hosj Williamson	-										
96600	Magnolia Regi Alcom	-										
Total				1	103	137	404	645	36009	610	22	13

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## Utilization Statistics - Williamson County

Facility ID Info			94 Williamson									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Qt Benton	X										
05602	Blount Memori Blount	-										
06603	Family Hospic Bradley	-										
06613	Home Health I Bradley	-										
09625	Baptist Memoi Carroll	-										
09645	AseraCare Ho Carroll	-										
10601	Amedisys Hos Carter	-										
13603	Claiborne Hon Claiborne	-										
15602	Smoky Mount Cocke	-										
16604	Hospice Corn Coffee	-										
18604	Hospice of Cu Cumberland	-										
19604	AseraCare Ho Davidson	-										
19614	The Residen Davidson	X			4	4	13	21	229	20	1	
19624	Alive Hospice, Davidson	X		3	44	35	108	190	10969	174	12	4
19674	Priority Hospic Davidson	X				2	28	30	3549	30		
19684	Odyssey Hos Fulton	X			18	8	35	61	6336	35	2	24
19694	Avalon Hospic Davidson	X			3	5	17	25	1893	24	1	
19704	Mahogany Ho Davidson	X					1	1	107	1		
19714	Caris Healthc Davidson	X			4	2	47	53	3178	50	3	
19724	A Touch of Gr Davidson	-										
24606	Caris Healthc Fayette	-										
27605	Caris Healthc Gibson	-										
32603	University of T Hamblen	-										
33603	Amedisys Hos Hamilton	-										
33613	Hospice of Ch Hamilton	-										
33643	Avalon Hospic Hamilton	-										
33653	Caris Healthc Hamilton	-										
33663	Hospice of Ch Hamilton	-										
34601	Hancock Cour Hancock	-										
40615	Henry County Henry	-										
47602	Amedisys Hos Knox	-										
47632	Covenant Hon Knox	-										
47642	Mercy Hospic Knox	-										
47662	University of T Knox	-										
47682	Caris Healthc Knox	-										
47692	Mercy Resider Knox	-										
52614	Hospital Home Lincoln	-										
54601	Caris Healthc McMinn	-										
55601	Mercy Hospic McNairy	-										
57605	Hospice of W Madison	-										
63604	Gateway Hos Montgomery	-										
66605	Baptist Home Obion	-										
68601	Unity Hospice Perry	-										
71604	Gentiva Hospi Putnam	-										
74614	NorthCrest Hc Robertson	-										
74624	Caris Healthc Robertson	-										
75624	Caris Healthc Rutherford	-										
79616	Baptist Trinity Shelby	-										
79646	Amedisys Hos Shelby	-										
79666	Methodist Allie Shelby	-										
79676	Crossroads H Shelby	-										
79686	Aseracare Ho Shelby	-										
79696	Odyssey Hos Fulton	-										
82601	Wellmont Hos Sullivan	-										
82691	Wellmont Hos Sullivan	-										
83604	Sumner Home Sumner	-										
84606	Baptist Home Tipton	-										
90601	Medical Cente Washington	-										
90611	Caris Healthc Washington	-										
91602	Volunteer Hos Wayne	-										
94604	Willowbrook H Williamson	X			5	10	123	138	8088	129	8	1
94614	Guardian Hos Williamson	X			5	6	25	36	3864	35	1	
96600	Magnolia Regi Alcorn											
Total				3	83	72	397	555	38213	498	28	29

## Utilization Statistics - Wilson County

Facility ID Info			95 Wilson									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Qt Benton	-										
05602	Blount Memorial Blount	-										
06603	Family Hospice Bradley	-										
06613	Home Health I Bradley	-										
09625	Baptist Memorial Carroll	-										
09645	AseraCare Ho Carroll	-										
10601	Amedisys Hos Carter	-										
13603	Claiborne Hon Claiborne	-										
15602	Smoky Mount Cocke	-										
16604	Hospice Comfort Coffee	-										
18604	Hospice of Cu Cumberland	-										
19604	AseraCare Ho Davidson	X				1		1	107	1		
19614	The Residence Davidson	X			3	6	5	14	110	14		
19624	Alive Hospice, Davidson	X			21	36	67	124	8258	114	9	1
19674	Priority Hospice Davidson	X										
19684	Odyssey Hosp Fulton	X			34	35	177	246	20241	156	9	81
19694	Avalon Hospice Davidson	X			4	1	6	11	735	10		1
19704	Mahogany Ho Davidson	X										
19714	Caris HealthCare Davidson	-										
19724	A Touch of Grace Davidson	-										
24606	Caris HealthCare Fayette	-										
27605	Caris HealthCare Gibson	-										
32603	University of T Hamblen	-										
33603	Amedisys Hos Hamilton	-										
33613	Hospice of Ch Hamilton	-										
33643	Avalon Hospice Hamilton	-										
33653	Caris HealthCare Hamilton	-										
33663	Hospice of Ch Hamilton	-										
34601	Hancock Cour Hancock	-										
40615	Henry County Henry	-										
47602	Amedisys Hos Knox	-										
47632	Covenant Home Knox	-										
47642	Mercy Hospice Knox	-										
47662	University of T Knox	-										
47682	Caris HealthCare Knox	-										
47692	Mercy Residence Knox	-										
52614	Hospital Home Lincoln	-										
54601	Caris HealthCare McMinn	-										
55601	Mercy Hospice McNairy	-										
57605	Hospice of Wm Madison	-										
63604	Gateway Hosp Montgomery	-										
66605	Baptist Home Obion	-										
68601	Unity Hospice Perry	-										
71604	Gentiva Hosp Putnam	-										
74614	NorthCrest Hc Robertson	-										
74624	Caris HealthCare Robertson	-										
75624	Caris HealthCare Rutherford	X			5	3	18	26	3669	23	3	
79616	Baptist Trinity Shelby	-										
79646	Amedisys Hos Shelby	-										
79666	Methodist Alliance Shelby	-										
79676	Crossroads H+ Shelby	-										
79686	AseraCare Hos Shelby	-										
79696	Odyssey Hosp Fulton	-										
82601	Wellmont Hos Sullivan	-										
82691	Wellmont Hos Sullivan	-										
83604	Sumner Home Sumner	X				2	2	4	169	4		
84606	Baptist Home Tipton	-										
90601	Medical Center Washington	-										
90611	Caris HealthCare Washington	-										
91602	Volunteer Hos Wayne	-										
94604	Willowbrook H Williamson	X			2	2	10	14	668	11		3
94614	Guardian Hosp Williamson	-										
96600	Magnolia Regi Alcorn	-										
Total				0	69	86	285	440	33957	333	21	86

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2009

Hospice Agency Utilization Statistics by  
Age and Race

Proposed Service Area

CI.5

## Utilization Statistics - Cheatham County

Facility ID Info			Patient Origin Tennessee Counties (continued)									
			11 Cheatham									
State IL	Facility Name	County	U- censed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Quality Hospice	Benton										
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice, Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc	Bradley										
09625	Baptist Memorial Home Care and Hospice	Carroll										
09645	AseraCare Hospice - Tennessee, LLC	Carroll	X		5	3	36	44	9,036	41	3	
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc	Cocke										
16604	Hospice Compassus-The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
19604	AseraCare Hospice - Nashville	Davidson										
19614	The Residence at Alive Hospice	Davidson	X		1	3	5	9	72	8	1	
19624	Alive Hospice, Inc.	Davidson	X		14	21	39	74	3,318	70	2	2
19674	Priority Hospice Care, Inc.	Davidson	X									
19684	Odyssey Healthcare of Nashville	Davidson										
19694	Avalon Hospice	Davidson	X			2	2	69	2			
19704	Mahogany Hospice Care, Inc.	Davidson										
19714	Caris Healthcare, LP	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	Morrislow-Hamblen Hospice	Hamblen										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Home Care	Knox										
47642	St. Mary's Hospice	Knox										
47662	University of Tennessee Medical Center Home Care Services - Hospice	Knox										
47682	Caris Healthcare, LP	Knox										
47692	St. Mary's Residential Hospice	Knox										
52614	Hospital Home Health and Hospice	Lincoln										
54601	Caris Healthcare, LP	McMinn										
55601	Mercy Hospice Inc.	McNairy										
57605	Hospice of West Tennessee	Madison										
63604	Gateway Hospice, Clarksville	Montgomery	X			1		1	1	1		
00005	Baptist Home Care and Hospice	Oblun										
68601	Unity Hospice Care of TN	Perry										
71604	Lazarus House Hospice	Putnam										
74614	NorthCrest Hospice	Robertson	X		1		3	4	59	4		
74624	Caris Healthcare, LP	Robertson	X		4	6	18	28	1,962	27	1	
75624	Caris Healthcare, LP	Rutherford										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice - Memphis, LLC	Shelby										
79696	Odyssey Healthcare of Memphis	Shelby										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Homecare & Hospice, LLC	Sumner										
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice	Williamson	X		2	5	7	14	533	13	1	
94614	Guardian Hospice of Nashville, LLC	Williamson	X		3	3	2	8	748	8		
96600	Magnolia Regional Health Center Home Health and Hospice	Alcorn										
Total				0	30	42	112	184	15,798	174	8	2

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## Utilization Statistics - Sumner County

Facility ID Info			83 Sumner									
State ID	Facility Name	County	Li- censed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Quality Hospice	Benton										
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice, Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Home Care and Hospice	Carroll										
09645	AseraCare Hospice - Tennessee, LLC	Carroll										
10601	Amedisys Hospice, an Adventa Company	Carler										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc	Cocke										
16604	Hospice Compassus-The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
19604	AseraCare Hospice - Nashville	Davidson	X		1	7	26	34	2,164	32	2	
19614	The Residence at Alive Hospice	Davidson	X		4	4	7	15	114	14	1	
19624	Alive Hospice, Inc.	Davidson	X		26	35	88	149	5,140	145	4	
19674	Priority Hospice Care, Inc.	Davidson	X			4	10	14	1,435	14		
19684	Odyssey Healthcare of Nashville	Davidson										
19694	Avalon Hospice	Davidson	X			1	1	2	227	1		1
19704	Mahogany Hospice Care, Inc.	Davidson	X				2	2	133	1	1	
19714	Caris Healthcare, LP	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	Morrisstown-Hamblen Hospice	Hamblen										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Home Care	Knox										
47642	St. Mary's Hospice	Knox										
47662	University of Tennessee Medical Center Home Care Services - Hospice	Knox										
47682	Caris Healthcare, LP	Knox										
47692	St. Mary's Residential Hospice	Knox										
52614	Hospital Home Health and Hospice	Lincoln										
54601	Caris Healthcare, LP	McMinn										
55601	Mercy Hospice Inc.	McNairy										
57605	Hospice of West Tennessee	Madison										
63604	Gateway Hospice, Clarksville	Montgomery										
66605	Baptist Home Care and Hospice	Obion										
68601	Unity Hospice Care of TN	Perry										
71604	Lazarus House Hospice	Putnam										
74614	NorthCrest Hospice	Robertson	X				1	1	28	1		
74624	Caris Healthcare, LP	Robertson	X		9	10	60	79	9,118	76	1	2
75624	Caris Healthcare, LP	Rutherford										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	AseraCare Hospice - Memphis, LLC	Shelby										
79696	Odyssey Healthcare of Memphis	Shelby										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan	X	1	29	36	82	148	767	148		
83604	Sumner Homecare & Hospice, LLC	Sumner	X		60	69	253	382	15,377	284	25	73
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice	Williamson	X		1	6	11	18	821	18		
94614	Guardian Hospice of Nashville, LLC	Williamson										
96600	Magnolia Regional Health Center Home Health and Hospice	Alcorn										
Total				1	130	172	541	844	35324	734	34	76

CT.5

## Utilization Statistics - Maury County

Facility ID Info			60 Maury									
State ID	Facility Name	County	Li- censed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Quality Hospice	Benton	X									
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice, Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Home Care and Hospice	Carroll										
09645	AseraCare Hospice - Tennessee, LLC	Carroll	X									
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc	Cocke										
16604	Hospice Compassus-The Highland Rim	Coffee	X	2	56	73	31	162	2,754	114	48	
18604	Hospice of Cumberland County	Cumberland										
19604	AseraCare Hospice - Nashville	Davidson										
19614	The Residence at Alive Hospice	Davidson										
19624	Alive Hospice, Inc.	Davidson										
19674	Priority Hospice Care, Inc.	Davidson										
19684	Odyssey Healthcare of Nashville	Davidson										
19694	Avalon Hospice	Davidson	X		1			1	4	1		
19704	Mahogany Hospice Care, Inc.	Davidson										
19714	Caris Healthcare, LP	Davidson	X	1	28	32	98	159	9,007	147	11	1
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	Morristown-Hamilton Hospice	Hamilton										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Home Care	Knox										
47642	St. Mary's Hospice	Knox										
47662	University of Tennessee Medical Center Home Care Services - Hospice	Knox										
47682	Caris Healthcare, LP	Knox										
47692	St. Mary's Residential Hospice	Knox										
52614	Hospital Home Health and Hospice	Lincoln										
54601	Caris Healthcare, LP	McMinn										
55601	Mercy Hospice Inc.	McNairy										
57605	Hospice of West Tennessee	Madison										
63604	Gateway Hospice, Clarksville	Montgomery										
66605	Baptist Home Care and Hospice	Obion										
68601	Unity Hospice Care of TN	Perry										
71604	Lazarus House Hospice	Putnam										
74614	NorthCrest Hospice	Robertson										
74624	Caris Healthcare, LP	Robertson										
75624	Caris Healthcare, LP	Rutherford										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice - Memphis, LLC	Shelby										
79696	Odyssey Healthcare of Memphis	Shelby										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Homecare & Hospice, LLC	Sumner										
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice	Williamson	X		2	3	6	11	762	10	1	
94614	Guardian Hospice of Nashville, LLC	Williamson										
96600	Magnolia Regional Health Center Home Health and Hospice	Alcorn										
Total				3	87	108	135	333	12527	272	60	1



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## Utilization Statistics - Montgomery County

Facility ID Info			Patient Origin Tennessee Counties (continued)									
			63 Montgomery									
State	Facility Name	County	Li-censed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Quality Hospice	Benton	X									
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice, Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Home Care and Hospice	Carroll										
09645	AseraCare Hospice - Tennessee, LLC	Carroll	X	1	30	26	133	190	23,492	151	22	17
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus-The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
19604	AseraCare Hospice - Nashville	Davidson										
19614	The Residence at Alive Hospice	Davidson										
19624	Alive Hospice, Inc.	Davidson										
19674	Priority Hospice Care, Inc.	Davidson										
19684	Odyssey Healthcare of Nashville	Davidson										
19694	Avalon Hospice	Davidson	X		1	1	5	7	685	6		1
19704	Mahogany Hospice Care, Inc.	Davidson										
19714	Caris Healthcare, LP	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	MorrisTown-Hamblen Hospice	Hamblen										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Home Care	Knox										
47642	St. Mary's Hospice	Knox										
47662	University of Tennessee Medical Center Home Care Services - Hospice	Knox										
47682	Caris Healthcare, LP	Knox										
47692	St. Mary's Residential Hospice	Knox										
52614	Hospital Home Health and Hospice	Lincoln										
54601	Caris Healthcare, LP	McMinn										
55601	Merry Hospice Inc.	McNairy										
57605	Hospice of West Tennessee	Madison										
63604	Gateway Hospice, Clarksville	Montgomery	X	3	38	50	129	220	9,062	187	23	10
66605	Baptist Home Care and Hospice	Obion										
68601	Unity Hospice Care of TN	Perry										
71604	Lazarus House Hospice	Putnam										
74614	NorthCrest Hospice	Robertson	X									
74624	Caris Healthcare, LP	Robertson	X		16	5	14	35	1,942	27	8	
75624	Caris Healthcare, LP	Rutherford										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	AseraCare Hospice - Memphis, LLC	Shelby										
79696	Odyssey Healthcare of Memphis	Shelby										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Homecare & Hospice, LLC	Sumner										
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice	Williamson	X									
94614	Guardian Hospice of Nashville, LLC	Williamson										
96600	Magnolia Regional Health Center Home Health and Hospice	Alcorn										
			Total	4	85	82	281	452	35181	371	53	28

CI.5

## Utilization Statistics - Robertson County

Facility ID Info			74 Robertson									
State ID	Facility Name	County	Li-censed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Quality Hospice	Benton										
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice, Cleveland	Bradley										
08613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Home Care and Hospice	Carroll										
09645	AseraCare Hospice - Tennessee, LLC	Carroll										
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus-The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
19604	AseraCare Hospice - Nashville	Davidson	X		3	3	12	18	4,904	18		
19614	The Residence at Alive Hospice	Davidson	X		1		1	2	15	2		
19624	Alive Hospice, Inc.	Davidson	X	2	13	13	27	55	1,930	49	5	1
19674	Priority Hospice Care, Inc.	Davidson	X									
19684	Odyssey Healthcare of Nashville	Davidson	X		3	2	3	8	511	6	2	
19694	Avalon Hospice	Davidson	X			1	8	9	1,436	8		1
19704	Mahogany Hospice Care, Inc.	Davidson										
19714	Caris Healthcare, LP	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	Morristown-Hamblen Hospice	Hamblen										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Home Care	Knox										
47642	St. Mary's Hospice	Knox										
47662	University of Tennessee Medical Center Home Care Services - Hospice	Knox										
47682	Caris Healthcare, LP	Knox										
47692	St. Mary's Residential Hospice	Knox										
52614	Hospital Home Health and Hospice	Lincoln										
54601	Caris Healthcare, LP	McMinn										
55601	Mercy Hospice Inc.	McNairy										
57605	Hospice of West Tennessee	Madison										
63604	Gateway Hospice, Clarksville	Montgomery	X			1	2	3	101	3		
00005	Baptist Home Care and Hospice	Obion										
68601	Unity Hospice Care of TN	Perry										
71604	Lazarus House Hospice	Pulnam										
74614	NorthCrest Hospice	Robertson	X		15	18	65	98	4,119	94	4	
74624	Caris Healthcare, LP	Robertson	X		13	14	75	102	11,409	87	15	
75624	Caris Healthcare, LP	Rutherford										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	AseraCare Hospice - Memphis, LLC	Shelby										
79696	Odyssey Healthcare of Memphis	Shelby										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Homecare & Hospice, LLC	Sumner	X		1	1	1	3	83	2	1	
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice	Williamson	X			2	13	15	983	14	1	
94614	Guardian Hospice of Nashville, LLC	Williamson										
96600	Magnolia Regional Health Center Home Health and Hospice	Alcorn										
Total				2	49	55	207	313	25,491	283	26	2

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## Utilization Statistics - Rutherford County

Facility ID Info			Patient Origin Tennessee Counties ( continued)										
			75 Rutherford										
State	Facility Name	County	Li- censed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other	
03603	Tennessee Quality Hospice	Benton											
05602	Blount Memorial Hospice	Blount											
06603	Family Hospice, Cleveland	Bradley											
06613	Home Health Care of East Tennessee, Inc.	Bradley											
09625	Baptist Memorial Home Care and Hospice	Carroll											
09645	AseraCare Hospice - Tennessee, LLC	Carroll											
10601	Amedisys Hospice, an Adventa Company	Carter											
13603	Claiborne Home Health Care	Claiborne											
15602	Smoky Mountain Home Health and Hospice, Inc	Cocke											
16604	Hospice Compassus-The Highland Rim	Coffee											
18604	Hospice of Cumberland County	Cumberland											
19604	AseraCare Hospice - Nashville	Davidson	X		3	2	4	9	392	9			
19614	The Residence at Alive Hospice	Davidson	X		14	11	10	35	676	32	2	1	
19624	Alive Hospice, Inc.	Davidson	X	4	94	74	123	295	18,732	263	23	9	
19674	Priority Hospice Care, Inc.	Davidson	X		1			1	39		1		
19684	Odyssey Healthcare of Nashville	Davidson	X		12	16	58	86	5,351	74	4	8	
19694	Avalon Hospice	Davidson	X		2	2	6	10	909	7		3	
19704	Mahogany Hospice Care, Inc.	Davidson											
19714	Caris Healthcare, LP	Davidson											
24606	Caris Healthcare, LP	Fayette											
27605	Caris Healthcare, LP	Gibson											
32603	Morristown-Hamblen Hospice	Hamblen											
33603	Amedisys Hospice, an Adventa Company	Hamilton											
33613	Hospice of Chattanooga, Inc.	Hamilton											
33643	Avalon Hospice	Hamilton											
33653	Caris Healthcare, LP	Hamilton											
40615	Henry County Medical Center Hospice	Henry											
47602	Amedisys Hospice, an Adventa Company	Knox											
47632	Covenant Home Care	Knox											
47642	St. Mary's Hospice	Knox											
47662	University of Tennessee Medical Center Home Care Services - Hospice	Knox											
47682	Caris Healthcare, LP	Knox											
47692	St. Mary's Residential Hospice	Knox											
52614	Hospital Home Health and Hospice	Lincoln											
54601	Caris Healthcare, LP	McMinn											
55601	Mercy Hospice Inc.	McNairy											
57605	Hospice of West Tennessee	Madison											
63604	Gateway Hospice, Clarksville	Montgomery											
66605	Baptist Home Care and Hospice	Obion											
68601	Unity Hospice Care of TN	Perry											
71604	Lazarus House Hospice	Putnam											
74614	NorthCrest Hospice	Robertson											
74624	Caris Healthcare, LP	Robertson											
75624	Caris Healthcare, LP	Rutherford	X		43	55	156	254	13,944	240	11	3	
79616	Baptist Trinity Hospice	Shelby											
79646	Amedisys Hospice of Memphis	Shelby											
79666	Methodist Alliance Hospice	Shelby											
79676	Crossroads Hospice of Tennessee, LLC	Shelby											
79686	Aseracare Hospice - Memphis, LLC	Shelby											
79696	Odyssey Healthcare of Memphis	Shelby											
82601	Wellmont Hospice	Sullivan											
82691	Wellmont Hospice House	Sullivan											
83604	Sumner Homecare & Hospice, LLC	Sumner											
84606	Baptist Home Care and Hospice	Tipton											
90601	Medical Center Hospice Services	Washington											
90611	Caris Healthcare, LP	Washington											
91602	Volunteer Hospice, Inc.	Wayne											
94604	Willowbrook Hospice	Williamson	X		1	3	12	16	809	15	1		
94614	Guardian Hospice of Nashville, LLC	Williamson											
96600	Magnolia Regional Health Center Home Health and Hospice	Alcorn											
Total				0	4	170	163	369	706	40,852	640	42	24

CT.5

## Utilization Statistics - Williamson County

Facility ID Info			Patient Origin Tennessee Counties (continued)									
			94 Williamson									
State ID	Facility Name	County	Licensed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Quality Hospice	Benton										
05802	Blount Memorial Hospice	Blount										
06603	Family Hospice, Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Home Care and Hospice	Carroll										
09645	AseraCare Hospice - Tennessee, LLC	Carroll										
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Clallhome Home Health Care	Clallhome										
15002	Smoky Mountain Home Health and Hospice, Inc	Cocke										
16604	Hospice Compassus-The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
19604	AseraCare Hospice - Nashville	Davidson										
19614	The Residence at Alive Hospice	Davidson	X		17	9	24	50	1,094	47	3	
19624	Alive Hospice, Inc.	Davidson	X	4	53	38	104	199	9,095	178	16	5
19674	Priority Hospice Care, Inc.	Davidson	X			3	23	26	4,240	26		
19684	Odyssey Healthcare of Nashville	Davidson	X	1	8	8	56	73	4,170	58	5	10
19694	Avalon Hospice	Davidson	X			1	12	13	939	11	1	1
19704	Mahogany Hospice Care, Inc.	Davidson	X				1	1	72		1	
19714	Caris Healthcare, LP	Davidson	X		4	4	19	27	1,507	26	1	
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	Monristown-Hamblen Hospice	Hamblen										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Home Care	Knox										
47642	St. Mary's Hospice	Knox										
47662	University of Tennessee Medical Center Home Care Services - Hospice	Knox										
47682	Caris Healthcare, LP	Knox										
47692	St. Mary's Residential Hospice	Knox										
52614	Hospital Home Health and Hospice	Lincoln										
54601	Caris Healthcare, LP	McMinn										
55601	Mercy Hospice Inc.	McNairy										
57605	Hospice of West Tennessee	Madison										
63604	Gateway Hospice, Clarksville	Montgomery										
66605	Baptist Home Care and Hospice	Obion										
68601	Unity Hospice Care of TN	Perry										
71604	Lazarus House Hospice	Putnam										
74614	NorthCrest Hospice	Robertson										
74624	Caris Healthcare, LP	Robertson										
75624	Caris Healthcare, LP	Rutherford										
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	Aseracare Hospice - Memphis, LLC	Shelby										
79696	Odyssey Healthcare of Memphis	Shelby										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Homecare & Hospice, LLC	Sumner										
84606	Baplist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice	Williamson	X		5	17	114	136	8,639	126	7	3
94614	Guardian Hospice of Nashville, LLC	Williamson	X		4	6	20	30	3,319	30		
96600	Magnolia Regional Health Center Home Health and Hospice	Alcorn										
Total				5	91	86	373	555	33075	502	34	19

CT.5

## Utilization Statistics - Wilson County

Facility ID Info			95 Wilson									
State ID	Facility Name	County	Li- censed to Serve	Patients Served Age 0-17	Patients Served Age 18-64	Patients Served Age 65-74	Patients Served Age 75 +	Total Patients Served	Number of Days	Patients Served by race White	Patients Served by race Black	Patients Served by race Other
03603	Tennessee Quality Hospice	Benton										
05602	Blount Memorial Hospice	Blount										
06603	Family Hospice, Cleveland	Bradley										
06613	Home Health Care of East Tennessee, Inc.	Bradley										
09625	Baptist Memorial Home Care and Hospice	Carroll										
09645	AseraCare Hospice - Tennessee, LLC	Carroll										
10601	Amedisys Hospice, an Adventa Company	Carter										
13603	Claiborne Home Health Care	Claiborne										
15602	Smoky Mountain Home Health and Hospice, Inc.	Cocke										
16604	Hospice Compassus-The Highland Rim	Coffee										
18604	Hospice of Cumberland County	Cumberland										
19604	AseraCare Hospice - Nashville	Davidson	X				4	4	115	4		
19614	The Residence at Alive Hospice	Davidson	X		4	5	7	16	210	15	1	
19624	Alive Hospice, Inc.	Davidson	X		36	32	69	137	7,449	129	8	
19674	Priority Hospice Care, Inc.	Davidson	X				2	2	242	2		
19684	Odyssey Healthcare of Nashville	Davidson	X		27	28	116	171	6,099	131	13	27
19694	Avalon Hospice	Davidson	X		1		6	7	688	7		
19704	Mahogany Hospice Care, Inc.	Davidson										
19714	Caris Healthcare, LP	Davidson										
24606	Caris Healthcare, LP	Fayette										
27605	Caris Healthcare, LP	Gibson										
32603	Morrislow-Hamblen Hospice	Hamblen										
33603	Amedisys Hospice, an Adventa Company	Hamilton										
33613	Hospice of Chattanooga, Inc.	Hamilton										
33643	Avalon Hospice	Hamilton										
33653	Caris Healthcare, LP	Hamilton										
40615	Henry County Medical Center Hospice	Henry										
47602	Amedisys Hospice, an Adventa Company	Knox										
47632	Covenant Home Care	Knox										
47642	St. Mary's Hospice	Knox										
47662	University of Tennessee Medical Center Home Care Services - Hospice	Knox										
47682	Caris Healthcare, LP	Knox										
47692	St. Mary's Residential Hospice	Knox										
52614	Hospital Home Health and Hospice	Lincoln										
54601	Caris Healthcare, LP	McMinn										
55601	Mercy Hospice Inc.	McNairy										
57605	Hospice of West Tennessee	Madison										
63604	Gateway Hospice, Clarksville	Montgomery										
66605	Baptist Home Care and Hospice	Obion										
68601	Unity Hospice Care of TN	Perry										
71604	Lazarus House Hospice	Putnam										
74614	NorthCrest Hospice	Robertson										
74624	Caris Healthcare, LP	Robertson										
75624	Caris Healthcare, LP	Rutherford	X		5	5	20	30	3,117	28	2	
79616	Baptist Trinity Hospice	Shelby										
79646	Amedisys Hospice of Memphis	Shelby										
79666	Methodist Alliance Hospice	Shelby										
79676	Crossroads Hospice of Tennessee, LLC	Shelby										
79686	AseraCare Hospice - Memphis, LLC	Shelby										
79696	Odyssey Healthcare of Memphis	Shelby										
82601	Wellmont Hospice	Sullivan										
82691	Wellmont Hospice House	Sullivan										
83604	Sumner Homecare & Hospice, LLC	Sumner	X		3	3	2	8	263	5	1	2
84606	Baptist Home Care and Hospice	Tipton										
90601	Medical Center Hospice Services	Washington										
90611	Caris Healthcare, LP	Washington										
91602	Volunteer Hospice, Inc.	Wayne										
94604	Willowbrook Hospice	Williamson	X			1	5	6	281	5	1	
94614	Guardian Hospice of Nashville, LLC	Williamson										
96600	Magnolia Regional Health Center Home Health and Hospice	Alcorn										
Total				0	76	74	231	381	18464	326	26	29

## Attachment C.II.2

### Chief Financial Officer Letter



Care, Comfort & Compassion

*advantage*

1-800-HOSPICE

*C II.2*

To: Health Services Development Agency

From: Doug McGuire, Director of Finance

RE: Availability of Funds

Dated: July 16, 2012

This letter is to document that Hospice Advantage has the availability of funds to cover all administrative, legal, and regulatory costs incurred while applying for the C.O.N. expansion of our Nashville office.

If you have any questions please call me at (989) 891-2201.

Sincerely,

  
Douglas McGuire  
Director of Finance

## Attachment C.II.3

Cost Per Square Foot

(Not Applicable)



[illegible]

## Attachment C.II.4

### Historical and Projected Data Charts

Ms. Vickie Harris  
August 31, 2012  
Page 12

HISTORICAL DATA CHART - R

2012 SEP 28 AM 10:22

Give information for the last *three (3)* years for which complete data are available for the facility or agency. The fiscal year begins in January (Month). *Certified June 16, 2010*

	Year <u>2010</u>	Year <u>2011</u>	Year _____
A. Utilization Data (Specify unit of measure)	<u>1363 days</u>	<u>2949 days</u>	_____
B. Revenue from Services to Patients			
1. Inpatient Services	\$ <u>112,496</u>	\$ <u>426,415</u>	\$ _____
2. Outpatient Services	_____	_____	_____
3. Emergency Services	_____	_____	_____
4. Other Operating Revenue (Specify) _____	_____	_____	_____
<b>Gross Operating Revenue</b>	<b>\$ <u>112,496</u></b>	<b>\$ <u>426,415</u></b>	<b>\$ _____</b>
C. Deductions from Gross Operating Revenue			
1. Contractual Adjustments	\$ _____	\$ _____	\$ _____
2. Provision for Charity Care	_____	_____	_____
3. Provisions for Bad Debt	_____	_____	_____
<b>Total Deductions</b>	<b>\$ <u>0</u></b>	<b>\$ <u>0</u></b>	<b>\$ _____</b>
<b>NET OPERATING REVENUE</b>	<b>\$ <u>112,496</u></b>	<b>\$ <u>426,415</u></b>	<b>\$ _____</b>
D. Operating Expenses			
1. Salaries and Wages	\$ <u>109,330</u>	\$ <u>171,471</u>	\$ _____
2. Physician's Salaries and Wages	<u>7569</u>	_____	_____
3. Supplies	<u>2521</u>	<u>6235</u>	_____
4. Taxes	<u>10520</u>	<u>15418</u>	_____
5. Depreciation	_____	_____	_____
6. Rent	<u>19041</u>	<u>20025</u>	_____
7. Interest, other than Capital	_____	_____	_____
8. Management Fees:			
a. Fees to Affiliates	<u>15219</u>	<u>20422</u>	_____
b. Fees to Non-Affiliates	_____	_____	_____
9. Other Expenses - Specify on separate page 15	<u>80537</u>	<u>101045</u>	_____
<b>Total Operating Expenses</b>	<b>\$ <u>244,737</u></b>	<b>\$ <u>334,516</u></b>	<b>\$ _____</b>
E. Other Revenue (Expenses) - Net (Specify) _____	\$ _____	\$ _____	\$ _____
<b>NET OPERATING INCOME (LOSS)</b>	<b>\$ <u>(132,241)</u></b>	<b>\$ <u>91,899</u></b>	<b>\$ _____</b>
F. Capital Expenditures			
1. Retirement of Principal	\$ _____	\$ _____	\$ _____
2. Interest	_____	_____	_____
<b>Total Capital Expenditures</b>	<b>\$ <u>0</u></b>	<b>\$ <u>0</u></b>	<b>\$ _____</b>
<b>NET OPERATING INCOME (LOSS) LESS CAPITAL EXPENDITURES</b>	<b>\$ <u>(132,241)</u></b>	<b>\$ <u>91,899</u></b>	<b>\$ _____</b>

### PROJECTED DATA CHART - R

Give information for the two (2) years following the completion of this proposal. The fiscal year begins in January (Month).

	Year <u>2013</u>	Year <u>2014</u>
A. Utilization Data (Specify unit of measure)	<u>7200 days</u>	<u>10950 days</u>
B. Revenue from Services to Patients		
1. Inpatient Services	\$ _____	\$ _____
2. Outpatient Services	_____	_____
3. Emergency Services	_____	_____
4. Other Operating Revenue (Specify) _____	_____	_____
<b>Gross Operating Revenue</b>	<b>\$ <u>1,071,648</u></b>	<b>\$ <u>1,633,411</u></b>
C. Deductions from Gross Operating Revenue		
1. Contractual Adjustments	\$ _____	\$ _____
2. Provision for Charity Care	<u>26791</u>	<u>32668</u>
3. Provisions for Bad Debt	<u>10716</u>	<u>16334</u>
<b>Total Deductions</b>	<b>\$ <u>37507</u></b>	<b>\$ <u>49002</u></b>
<b>NET OPERATING REVENUE</b>	<b>\$ <u>1,034,141</u></b>	<b>\$ <u>1,584,409</u></b>
D. Operating Expenses		
1. Salaries and Wages	\$ <u>449516</u>	\$ <u>591,300</u>
2. Physician's Salaries and Wages	<u>88800</u>	<u>43800</u>
3. Supplies	<u>15480</u>	<u>23542</u>
4. Taxes	<u>43048</u>	<u>57159</u>
5. Depreciation	<u>5760</u>	<u>8760</u>
6. Rent	<u>26400</u>	<u>28800</u>
7. Interest, other than Capital	_____	_____
8. Management Fees:		
a. Fees to Affiliates	<u>93073</u>	<u>142570</u>
b. Fees to Non-Affiliates	_____	_____
9. Other Expenses -- Specify on separate page 15	<u>182160</u>	<u>273285</u>
<b>Total Operating Expenses</b>	<b>\$ <u>844,237</u></b>	<b>\$ <u>1,169,216</u></b>
E. Other Revenue (Expenses) -- Net (Specify) _____	\$ _____	\$ _____
<b>NET OPERATING INCOME (LOSS)</b>	<b>\$ <u>189,904</u></b>	<b>\$ <u>415,193</u></b>

Ms. Vickie Harris  
August 31, 2012  
Page 14

F. Capital Expenditures

1. Retirement of Principal
2. Interest

\$ \_\_\_\_\_ \$ \_\_\_\_\_

Total Capital Expenditures \$ 0 \$ 0

NET OPERATING INCOME (LOSS)  
LESS CAPITAL EXPENDITURES

\$ 189,904 \$ 415,193

HISTORICAL DATA CHART-OTHER EXPENSES - R

OTHER EXPENSES CATEGORIES

	Year 2010	Year 2011	Year _____
1. Pharmacy	\$ 2707	\$ 16997	\$ _____
2. Durable Medical Equipment	6588	22135	_____
3. Labs/Ambulance/Inpt-Respite	2984	3849	_____
4. Employee Benefits	13617	18111	_____
5. Travel	2379	9860	_____
6. Contracted Services	14782	14548	_____
7. Office Expense	35418	9316	_____
8. Volunteer Expense	24	150	_____
9. Equipment Maintenance	1672	2635	_____
10. Marketing/Advertising	366	3444	_____
11	_____	_____	_____
Total Other Expenses	\$80537	\$101045	\$ _____

PROJECTED DATA CHART-OTHER EXPENSES

OTHER EXPENSES CATEGORIES

	Year 2013	Year 2014
1. Pharmacy	\$52200	\$79387
2. Durable Medical Equipment	45000	68437
3. Labs/Ambulance/Non-inpt	7200	10950
4. Emp Benefits	24840	37778
5. Travel	7200	10950
6. Office Expense	24240	36239
7. Volunteer Expense	360	548
8. Utilities	6000	6000
9. Marketing/Advertising	15120	22960
10	_____	_____
11	_____	_____
Total Other Expenses	\$182,160	\$273,285

Attachment C.II.5  
Average Gross Charge

*Hospice Advantage bills the gross amount that is the same as the reimbursement amount; therefore we have no deduction from gross to get to net.*

## Attachment C.II.6

### HOSPICE FEE SCHEDULE

#### MEDICARE and TENNCARE

(per diem)

Service Level	Reimbursement Fee Amount
Routine	\$148.84
Inpatient (GIP)	\$662.77
Respite	\$154.44
Continuous Care	868.68



**Attachment C.II.10**

**Hospice Advantage of Nashville**

**Financial Statements**

**Period Ending 12/31/11**

A TOUCH OF GRACE HOSPICE NASHVILLE  
Income Statement  
For the Twelve Months Ending December 31, 2011

	Current Month		Year to Date	
venues				
Medicare Revenue	\$ 33,750.15	92.27	\$ 357,218.35	87.60
Medicaid-Public Aid	2,827.96	7.73	48,574.51	11.91
Private Insurance	0.00	0.00	1,002.54	0.25
Other Income	0.00	0.00	1,000.00	0.25
Interest Income	0.00	0.00	0.03	0.00
Total Revenues	36,578.11	100.00	407,795.43	100.00
Cost of Sales				
Total Cost of Sales	0.00	0.00	0.00	0.00
Gross Profit	36,578.11	100.00	407,795.43	100.00
Expenses				
Contractual Services	1,610.00	4.40	19,172.22	4.70
Accounting Services	0.00	0.00	5,070.00	1.24
Consultant Fees	1,250.00	3.42	1,250.00	0.31
Nursing Services	666.62	1.82	12,748.10	3.13
Wages/Salary Expense	12,682.97	34.67	171,470.83	42.05
Human Resource Exp	1,138.85	3.11	3,201.35	0.79
Employee Relation	500.00	1.37	500.00	0.12
Payroll Tax Expense	988.16	2.70	15,417.91	3.78
Mileage Exp & Parking Fees	864.31	2.36	8,899.60	2.18
Automobile Expense	960.67	2.63	960.67	0.24
Staff Travel Expense	2,704.41	7.39	2,704.41	0.66
Short Term CC	(10,165.00)	(27.79)	(8,950.00)	(2.19)
Cellular Phone Exp	168.34	0.46	782.60	0.19
Payroll Fees	0.00	0.00	2,693.07	0.66
Patient Fees	127.52	0.35	435.42	0.11
Patient Supplies	1,228.20	3.36	6,135.18	1.50
Respite Expense	0.00	0.00	2,907.38	0.71
Forms & Printing Exp	0.00	0.00	1,436.79	0.35
Postage Expense	41.19	0.11	41.19	0.01
Interest Expense	6,982.14	19.09	9,069.73	2.22
Licenses & Fees	628.50	1.72	2,443.50	0.60
Donations	0.00	0.00	284.00	0.07
Miscellaneous	0.00	0.00	1,025.00	0.25
Volunteer Expense	0.00	0.00	150.00	0.04
Marketing Expense	2,894.06	7.91	3,444.17	0.84
Rent or Lease Expense	1,727.85	4.72	20,025.48	4.91
Telephone Expense	2,111.42	5.77	4,944.87	1.21
Office Supplies	892.96	2.44	1,778.21	0.44
Computer & Equipment	337.56	0.92	402.56	0.10
Equipment Upkeep	784.48	2.14	2,635.19	0.65
Medication/Pharmacy Exp	2,971.98	8.13	14,087.00	3.45
DME Rental Expense	6,182.77	16.90	18,131.42	4.45
Ambulance Expense	0.00	0.00	410.00	0.10
Total Expenses	40,279.96	110.12	325,707.85	79.87
Net Income	\$ (3,701.85)	(10.12)	\$ 82,087.58	20.13

CT 10

A TOUCH OF GRACE HOSPICE NASHVILLE  
Balance Sheet  
December 31, 2011

ASSETS

Current Assets		
Checking Account	\$	<u>7,170.97</u>
Total Current Assets		7,170.97
Property and Equipment		
Computer and Equipment		1,438.83
Furniture and Fixture		3,548.44
Accum. Depreciation - Comp&Eq		(1,594.00)
Accum. Depreciation - Furn&fix		<u>(2,262.00)</u>
Total Property and Equipment		1,131.27
Other Assets		<u>0.00</u>
Total Other Assets		0.00
Total Assets	\$	<u><u>8,302.24</u></u>

LIABILITIES AND CAPITAL

Current Liabilities		
Short-Term Debt	\$	148,441.00
Short-Term Debt-First Ten. CC		<u>8,193.91</u>
Total Current Liabilities		156,634.91
Long-Term Liabilities		
Long Term Debt-Noncurrent		<u>161,445.42</u>
Total Long-Term Liabilities		161,445.42
Total Liabilities		318,080.33
Capital		
Beginning Equity		(347,472.75)
Partner's Draw		(44,392.92)
Net Income		<u>82,087.58</u>
Total Capital		(309,778.09)
Total Liabilities & Capital	\$	<u><u>8,302.24</u></u>

## Attachment C.III.3 Current and Projected Staffing and Wage Comparison

FTEs=Full Time Equivalent

	Staffing		Wage Comparison		
	Current FTEs	Proposed FTEs	Hourly Rate*	U.S. Median	
Administrator	1.00	1.00	\$ 33.65	\$	40.52
Home Health Aides	4.40	7.86	\$ 12.29	\$	11.54
Chaplain	0.37	0.66	\$ 18.03		
Community Relations Manager	2.00	2.00	\$ 24.28	\$	22.03
Social Worker	0.62	1.11	\$ 25.00	\$	20.42
Registered Nurse	1.50	2.68	\$ 26.00	\$	31.10
LPN	0.25	0.45	\$ 19.57	\$	19.42
Team Coordinator	2.00	2.00	\$ 13.50	\$	14.84
<b>Total</b>	<b>12.14</b>	<b>17.75</b>			
Current staffing based on census of 14 while the proposed level assumes a census of 25					
* The proposed expansion will not result in a change in salaries for any position.					

**Attachment C.III.7(d)**

**Hospice Advantage of Nashville  
Licensure and Certification Inspection  
and  
Plan of Correction**

# Board for Licensing Health Care Facilities



State of Tennessee

License No. 0000000618

## DEPARTMENT OF HEALTH

*This is to certify, that a license is hereby granted by the State Department of Health to*

*to conduct and maintain a*

A TOUCH OF GRACE HOSPICE OF NASHVILLE

Hospice

A TOUCH OF GRACE HOSPICE OF NASHVILLE, LLC

Located at

545 MAINSTREAM DRIVE STE., 408, NASHVILLE

County of

DAVIDSON

Tennessee.

2012 AUG 10 PM

*This license shall expire* JUNE 30, 2012, *and is subject*

*to the provisions of Chapter 11, Tennessee Code Annotated. This license shall not be assignable or transferable, and shall be subject to revocation at any time by the State Department of Health, for failure to comply with the laws of the State of Tennessee or the rules and regulations of the State Department of Health issued thereunder.*

*In Witness Whereof, we have hereunto set our hand and seal of the State this* 1ST *day of* JULY, 2011.



By

*[Signature]*

DIRECTOR, DIVISION OF HEALTH CARE FACILITIES

By

*[Signature]*

COMMISSIONER

License

C III 1(a)



3

U.L.L. (a)  
Survey  
Nashville

TENNESSEE DEPARTMENT OF HEALTH  
WEST TENNESSEE REGIONAL OFFICE  
HEALTH CARE FACILITIES  
2975 C HIGHWAY 45 BYPASS  
JACKSON, TENNESSEE 38305  
Phone: (731) 984-9684  
Fax: (731) 512-0063

June 22, 2010

Ms. Jennifer Moore, Administrator  
A Touch of Grace Hospice of Nashville, LLC  
545 Mainstream Drive, Suite 408  
Nashville, TN 37228

RE: Initial Certification Survey

Dear Ms. Moore:

We are pleased to inform you that no deficiencies were cited as a result of your initial certification survey conducted at your facility on June 16, 2010. A copy of the survey is enclosed for your files.

Thank you for your cooperation during this survey. If this office can be of assistance to you in any way, please do not hesitate to call.

Sincerely,

Diane Carter, RN, LNCC  
Public Health Nurse Consultant 2

PDC/tm

Enclosure



State of Tennessee  
Bureau of TennCare  
310 Great Circle Road  
Nashville, Tennessee 37243-1700

g 5

C III 7a

A TOUCH OF GRACE HOSPICE OF NASHVILLE  
LLC  
545 MAINSTREAM DRIVE  
SUITE 408  
NASHVILLE, TN 37228

OCTOBER 09, 2010

Dear A TOUCH OF GRACE HOSPICE OF NASHVILLE LLC :

I would like to take this opportunity to welcome you to the Tennessee Medicaid/TennCare program. Your provider number is 0441598 , your NPI ID is 1730318619 , and the effective date of enrollment is 06/16/2010 . Only claims with service dates on or after the effective date can be accepted for processing. NOTE: Tennessee Medicaid/TennCare will only pay you for the Medicare deductible and coinsurance for services rendered to Qualified Medicare Beneficiaries (QMB) and dually eligible Medicaid/QMB recipients. If you have any questions regarding the submission of these claims to Medicaid, please contact our Provider Inquiry Unit at (615)-741-6669 or 1-800-852-2683.

All cross over claims must be submitted to the following address:

State of Tennessee  
Department of Finance and Administration  
P. O. Box 460  
Nashville, TN 37202-0460

For proper identification and payment, all claims must be billed with the complete provider name and number. Should the name or address as shown above change, please notify in writing the Provider Enrollment Department at the address below. In addition, any telephone or written correspondence with this office must include Tennessee Medicare/Medicaid provider number(s).

State of Tennessee  
Department of Finance and Administration  
Bureau of TennCare  
310 Great Circle Road  
Nashville, TN 37243-1700



C. III 7(d)

Provider No.: 0441598  
NPI ID: 1730318619

The newly formed relationship between you and TennCare, as a provider, allows you to use the Automated Voice Response System (AVRS). The AVRS is accessed by calling (800) 852-2683. During or after the greeting, select provider by pressing one (1) to advance to the AVRS main menu.

At the AVRS main menu, you may select to hear how to access information via our website, hear an explanation of special automated voice response system features or continue to the provider identification menu.

Once at the provider identification menu, you will need to identify yourself as a provider by selecting the appropriate selection followed by the pound sign (#). Next, you will be prompted to enter your Medicaid Id number followed by the pound sign (#). After entering your identification number, enter your four-digit AVRS PIN followed by the pound sign (#). Your AVRS PIN is 7779.

Please notify this office of any changes in status promptly. You may visit our website <http://www.state.tn.us/tenncare/Providers/enroll.html> to obtain additional provider forms. The provider number must be included on all correspondence.

For information about using TennCare's Online Eligibility Verification, visit: <http://www.tnanytime.org/tncr/>. Simply complete the online registration agreement, print and forward via mail or fax.

If we may be of further assistance, please feel free to contact this office.

Sincerely,



Provider Enrollment Department  
PH3537

RDA2047

C14 7(a)

DEPARTMENT OF HEALTH AND HUMAN SERVICES  
CENTERS FOR MEDICARE & MEDICAID SERVICES

PRINTED: 06/22/2010  
FORM APPROVED  
OMB NO. 0938-0391

STATEMENT OF DEFICIENCIES AND PLAN OF CORRECTION		(X1) PROVIDER/SUPPLIER/CLIA IDENTIFICATION NUMBER:  <b>441598</b>	(X2) MULTIPLE CONSTRUCTION A. BUILDING _____ B. WING _____		(X3) DATE SURVEY COMPLETED  <b>06/16/2010</b>
NAME OF PROVIDER OR SUPPLIER  <b>A TOUCH OF GRACE HOSPICE OF NASHVILLE, LLC</b>			STREET ADDRESS, CITY, STATE, ZIP CODE <b>545 MAINSTREAM DRIVE STE #408 NASHVILLE, TN 37228</b>		
(X4) ID PREFIX TAG	SUMMARY STATEMENT OF DEFICIENCIES (EACH DEFICIENCY MUST BE PRECEDED BY FULL REGULATORY OR LSC IDENTIFYING INFORMATION)	ID PREFIX TAG	PROVIDER'S PLAN OF CORRECTION (EACH CORRECTIVE ACTION SHOULD BE CROSS-REFERENCED TO THE APPROPRIATE DEFICIENCY)	(X5) COMPLETION DATE	
L 000	<p><b>INITIAL COMMENTS</b></p> <p>This facility complies with all requirements for participation in the hospice facilities program reviewed during the initial certification survey conducted on 06/16/2010. No deficiencies were cited on this initial certification survey.</p> <p><b>COPY</b></p>	L 000			
LABORATORY DIRECTOR'S OR PROVIDER/SUPPLIER REPRESENTATIVE'S SIGNATURE			TITLE		(X6) DATE

Any deficiency statement ending with an asterisk (\*) denotes a deficiency which the institution may be excused from correcting providing it is determined that their safeguards provide sufficient protection to the patients. (See instructions.) Except for nursing homes, the findings stated above are disclosable 90 days following the date of survey whether or not a plan of correction is provided. For nursing homes, the above findings and plans of correction are disclosable 14 days following the date these documents are made available to the facility. If deficiencies are cited, an approved plan of correction is requisite to continued program participation.

C, III 7(d)

STATE OF TENNESSEE  
Health Services and Development Agency

2012 AUG 10 PM 4:10



Certificate of Need No. CN0902-005A is hereby granted under the provisions of T.C.A. § 68-11-1601, *et seq.*, and rules and regulations issued thereunder by this Agency.

To: A Touch of Grace Hospice of Nashville, LLC  
545 Mainstream Drive, Suite 408  
Nashville (Davidson), TN 37228

For: A Touch of Grace Hospice of Nashville

This Certificate is issued for: The provision of hospice services in Davidson County. The home office will be located at 545 Mainstream Drive, Suite 408, Nashville (Davidson County), TN 37228.

On the premises located at: 545 Mainstream Drive, Suite 408  
Nashville (Davidson), TN 37228

For an estimated project cost of: \$168,900.00

The Expiration Date for this Certificate of Need is

August 1, 2011

or upon completion of the action for which the Certificate of Need was granted, whichever occurs first. After the expiration date, this Certificate of Need is null and void.

Date Approved: June 24, 2009

Carl Olin Koeltz  
Chairman

Date Issued: July 22, 2009

Melanie M. White  
Executive Director

## Project Completion Forecast Chart

## PROJECT COMPLETION FORECAST CHART

Enter the Agency projected Initial Decision date, as published in T.C.A. § 68-11-1609(c): 11/14/12

Assuming the CON approval becomes the final agency action on that date, indicate the number of days from the above agency decision date to each phase of the completion forecast.

<u>Phase</u>	<u>DAYS REQUIRED</u>	<u>Anticipated Date (MONTH/YEAR)</u>
1. Architectural and engineering contract signed	<input type="text"/>	<input type="text"/>
2. Construction documents approved by the Tennessee Department of Health	<input type="text"/>	<input type="text"/>
3. Construction contract signed	<input type="text"/>	<input type="text"/>
4. Building permit secured	<input type="text"/>	<input type="text"/>
5. Site preparation completed	<input type="text"/>	<input type="text"/>
6. Building construction commenced	<input type="text"/>	<input type="text"/>
7. Construction 40% complete	<input type="text"/>	<input type="text"/>
8. Construction 80% complete	<input type="text"/>	<input type="text"/>
9. Construction 100% complete (approved for occupancy)	<input type="text"/>	<input type="text"/>
10. Issuance of license	45	12/31/2012
11. Initiation of service	46	01/01/2013
12. Final Architectural Certification of Payment	<input type="text"/>	<input type="text"/>
13. Final Project Report Form (HF0055)	<input type="text"/>	<input type="text"/>

For projects that do NOT involve construction or renovation: Please complete items 10 and 11 only.

Note: If litigation occurs, the completion forecast will be adjusted at the time of the final determination to reflect the actual issue date.

2012 AUG 10 PM 4:10

AFFIDAVIT

STATE OF TENNESSEE

COUNTY OF DAVIDSON

CHAMBERLAIN JACKSON, being first duly sworn, says that he/she is the applicant named in this application or his/her lawful agent, that this project will be completed in accordance with the application, that the applicant has read the directions to this application, the Tennessee Health Services and Development Agency and T.C.A. § 68-11-1601, *et seq.*, and that the responses to questions in this application or any other questions deemed appropriate by the Tennessee Health Services and Development Agency are true and complete.

Chamberlain Jackson, RN / ADMIN

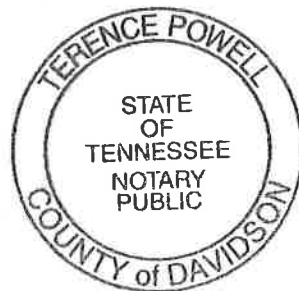
Signature/Title

Sworn to and subscribed before me this the 8TH day of AUGUST, 2012 a Notary Public in and for the County of DAVIDSON State of Tennessee.

Terence Powell

NOTARY PUBLIC

My Commission expires JAN 7, 2013



HF-0056

Revised 7/02 - All forms prior to this date are obsolete

## Proof of Publication

Street Address: 125 & 127 Creekside Court (Per Deed of Trust), Gallatin, Tennessee 37066  
 Secondary Property Address: 125-127 Creekside Court, Gallatin, TN 37066 (Per Assessor)  
 Parcel Number: 113P-G-027.00  
 Current Owner(s) of Property: Brad Shanks  
 The street address of the above described property is believed to be 125 & 127 Creekside Court (Per Deed of Trust), Gallatin, Tennessee 37066, but such address is not part of the legal description of the property sold herein and in the event of any discrepancy, the legal description herein shall control.  
**SALE IS SUBJECT TO TENANT(S) RIGHTS IN POSSESSION.**  
 If applicable, the notice requirements of T.C.A. 35-5-117 have been met.  
 All right of equity of redemption, statutory and otherwise, and homestead are expressly waived in said Deed of Trust, and the title is believed to be good, but the undersigned will sell and convey only as Substitute Trustee.  
 The right is reserved to adjourn the day of the sale to another day, time, and place certain without further publication, upon announcement at the time and place for the sale set forth above.  
 If the highest bidder cannot pay the bid within twenty-four (24) hours of the sale, the next highest bidder, at their highest bid, will be deemed the successful bidder.  
 This property is being sold with the express reservation that the sale is subject to confirmation by the lender or trustee. This sale may be rescinded at any time.  
 This office may be a debt collector. This may be an attempt to collect a debt and any information obtained may be used for that purpose.  
 Shapiro & Kirsch, LLP Substitute Trustee  
 www.kirschattorney.com  
 Law Office of Shapiro & Kirsch, LLP  
 555 Perkins Road Extended, Second Floor  
 Memphis, TN 38117  
 Phone (901) 767-5566  
 Fax (901) 761-5690  
 File No. 12-035963

**0101577757**  
**NOTICE**  
 The City of Oak Hill will hold a public hearing to take comment on creation of a new Conditional Use Permit category to the Zoning Ordinance. The meeting will begin at 5:00 pm on August 16, 2012 and will be held at 5548 Franklin Road, Suite 102. If you have any questions, please call City Hall at (615) 371-8291.  
**0101576959**  
**INVITATION FOR BIDS**  
 The Metropolitan Development and Housing Agency (MDHA) will receive sealed bids at 712 South Sixth Street, Nashville, Tennessee 37206, for the Cumberland River Bank Stabilization Project located in Nashville, TN. Bids will be opened August 28, 2012 at 2:00 p.m. in the MDHA Construction Department Conference Room, 712 South Sixth Street, Nashville, TN 37206.  
 Plans and Specifications are on file at the offices of P. W. Dodge Corporation, TN AGC & ISqFt, Nashville Contractors Association, Nashville Minority Business Center, Associated General Contractors, Nashville Builders Exchange, and Middle Tennessee Diversity Contractors Association all in Nashville.

Continued to next column

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 This property is being sold with the express reservation that the sale is subject to confirmation by the lender or trustee. This sale may be rescinded at any time.  
 This office may be a debt collector. This may be an attempt to collect a debt and any information obtained may be used for that purpose.  
 Shapiro & Kirsch, LLP Substitute Trustee  
 www.kirschattorney.com  
 Law Office of Shapiro & Kirsch, LLP  
 555 Perkins Road Extended, Second Floor  
 Memphis, TN 38117  
 Phone (901) 767-5566  
 Fax (901) 761-5690  
 File No. 12-035963

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Continued to next column

taining one acre, or less.  
 ALSO KNOWN AS: 1932 Old Gallatin Road, Portland, Tennessee 37148  
 The HB 3588 letter was mailed to the borrower(s) pursuant to Tennessee Code Annotated 35-5-117. This sale is subject to all matters shown on any applicable recorded plat; any unpaid taxes; any restrictive covenants, easements, or setback lines that may be applicable; any statutory rights of redemption of any governmental agency, state or federal; any prior liens or encumbrances as well as any priority created by a fixture filing; and to any matter that an accurate survey of the premises might disclose. In addition, the following parties may claim an interest in the above-referenced property:  
 Glenna Confer  
 The sale held pursuant to this Notice may be rescinded at the Successor Trustee's option at any time. The right is reserved to adjourn the day of the sale to another day, time, and place certain without further publication, upon announcement at the time and place for the sale set forth above. W&A No. 817 117274  
 DATED July 19, 2012  
 WILSON & ASSOCIATES, P.L.L.C., Successor Trustee  
 INSERTION DATES: July 24, 2012  
 July 31, 2012  
 August 7, 2012  
 FOR SALE INFORMATION, VISIT  
 WWW.MYFIR.COM  
 a n d  
 WWW.REALTYTRAC.COM

**0101573441**  
**NOTICE OF TRUSTEE'S SALE**  
 WHEREAS, default has occurred in the performance of the covenants, terms, and conditions of a Deed of Trust Note dated July 25, 2003, and the Deed of Trust of even date securing the same, recorded July 31, 2003, at Book 1805, Page 150 in Office of the Register of Deeds for Sumner County, Tennessee, executed by Gerald A. Kirby and Leslie B. Kirby, conveying certain property therein described to Steven G. Waters as

Continued to next column

WILSON & ASSOCIATES, P.L.L.C., Successor Trustee  
 INSERTION DATES: July 24, 2012  
 July 31, 2012  
 August 7, 2012  
 FOR SALE INFORMATION, VISIT  
 WWW.MYFIR.COM  
 a n d  
 WWW.REALTYTRAC.COM  
**0101573395**  
**NOTICE OF TRUSTEE'S SALE**  
 WHEREAS, default has occurred in the performance of the covenants, terms, and conditions of a Deed of Trust Note dated October 18, 2002, and the Deed of Trust of even date

Continued to next column

Public Notices

Public Notices

**0101577511**  
**NOTIFICATION OF INTENT TO APPLY FOR A CERTIFICATE OF NEED**

This is to provide official notice to the Health Services and Development Agency and all interested parties, in accordance with T.C.A. § 68-11-1601 et seq., and the Rules of the Health Services and Development Agency, that:  
 Hospice Advantage of Nashville owned by Hospice Advantage with an ownership type of for profit and to be managed by: Hospice Advantage Intends to file an application for a Certificate of Need for:  
 Hospice Advantage of Nashville, an existing Medicare and TennCare certified program providing end-of-life services in Davidson County since 2009, proposes to expand its existing hospice agency to the eight county region that comprises the Nashville metropolitan statistical area (MSA). The proposed service area expansion includes Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties.  
 The estimated project cost is: \$33,250.  
 Hospice Advantage of Nashville (formerly a Touch of Grace Hospice), licensed only for Davidson County, maintains its primary home office at 545 Mainstream Drive, Suite 408, Nashville, TN 37228.  
 The anticipated date of filing the application is: August 8th, 2012.  
 The contact person for this project is Vickie W. Harris Consultant who may be reached at: Continuum Connections, 719 Shady Grove Drive, Murfreesboro, Tennessee 37128 1-888-739-5801.  
 Upon written request by interested parties, a local Fact-Finding public hearing shall be conducted. Written requests for hearing should be sent to:

**Health Services and Development Agency**  
**Andrew Jackson Building**  
**500 Deaderick Street, Suite 850**  
**Nashville, Tennessee 37243**

The published Letter of Intent must contain the following statement pursuant to T.C.A. § 68-11-1607(c)(1). (A) Any health care institution wishing to oppose a Certificate of Need application must file a written notice with the Health Services and Development Agency no later than fifteen (15) days before the regularly scheduled Health Services and Development Agency meeting at which the application is originally scheduled; and (B) Any other person wishing to oppose the application must file written objection with the Health Services and Development Agency at or prior to the consideration of the application by the Agency.



# SUPPLEMENTAL #1

# **Copy**

## **Supplemental #1**

### **Hospice Advantage of Nashville**

#### **CN1208-038**

2012 AUG 23 PM 3 47

August 21, 2012

Mr. Phil Wells, FACHE  
Health Planner III  
Tennessee Health Services Development Agency  
500 Deaderick Street  
Nashville, TN

RE: CN1208-038  
Hospice Advantage of Nashville

Dear Mr. Wells:

Your correspondence dated August 16, 2012 outlined the following application deficiencies to which we submit additional information for your review to resolve the pending items.

### ***1. Section A, Applicant Profile, Item 3***

*On August 7, 2012, Hospice Advantage of Nashville filed a notice of its intent to seek a Certificate of Need to expand the licensed service area of its hospice agency from Davidson County to Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson Counties. The notice indicated that the name of the licensed hospice was Hospice Advantage of Nashville. The notice indicated that the hospice agency was owned by Hospice Advantage.*

*According to the Department of Health, Hospice Advantage of Nashville is not a licensed hospice agency. A Touch of Grace of Nashville, LLC held the license for this location until it lapsed effective June 30, 2012. Also, according to the TN Secretary of State's website, there is no State of Tennessee Certificate of Authority for Hospice Advantage of Nashville.*

### **Applicant Response**

Two attachments are submitted in response to the above request:

Applicant Profile - License - letter from the Tennessee Bureau of Health Licensure dated August 16, 2012 confirming the change of ownership of A Touch of Grace Hospice of Nashville to Hospice Advantage of Nashville as of June 10, 2012, the issuance of license # 618 and the

August 23, 2012

3:50pm

forthcoming delivery of the actual license within 7-10 days. Also replaces Attachment C.III 7(d) in the application.

2012 AUG 23 PM 3 47

- Attachment A.3 Application and Acknowledgement of Certificate of Authority - documentation of September 1 2011 application receipt and acknowledgement by the Department of State, State of Tennessee.

Additionally you will find the following documents to amend the original application along with the required executed affidavit.

- Revised Attachment C.III.3 – Current and Projected Staffing and Wage Comparison.
- Historical and Projected Data Charts – both omitted from the initial application submission on August 10, 2012.

Thank you for your review of our application thus far, and hopefully these documents will confirm our status and the application review can continue for entry into the September 1 cycle. We look forward to responding to any additional information needs identified as the review process continues.

Sincerely,



Vickie W. Harris  
Continuum Connexions LLC

cc: Rod Hildebrant, CEO  
Hospice Advantage

Attachments: 6

August 23, 2012  
3:50pm



TENNESSEE DEPARTMENT OF HEALTH  
BUREAU OF HEALTH LICENSURE AND REGULATION  
DIVISION OF HEALTH CARE FACILITIES  
227 FRENCH LANDING, SUITE 501  
HERITAGE PLACE METROCENTER  
NASHVILLE, TN 37243  
TELEPHONE (615) 741-7221  
FAX 615-741-7051  
[www.tennessee.gov/health](http://www.tennessee.gov/health)

August 16, 2012

CHAMIKA JACKSON, RN (INTERIM)  
HOSPICE ADVANTAGE OF NASHVILLE  
545 MAINSTREAM DRIVE, STE., 408  
NASHVILLE, TN 37228

Facility Type: Hospice  
License Number: 618

Dear Administrator:

License number 618 has been issued due to the change of ownership for HOSPICE ADVANTAGE OF NASHVILLE effective JUNE 10, 2012. The previous owner of this agency was A TOUCH OF GRACE HOSPICE OF NASHVILLE. The name of the agency has changed to HOSPICE ADVANTAGE OF NASHVILLE.

A license will be forwarded to your agency within the next seven to ten days.

The administrator of this agency is CHAMIKA JACKSON, RN (INTERIM).

**For certification purposes please be advised that it is your responsibility to contact your Health Care Facilities regional office to request Medicare/Medicaid participation. The WEST TENNESSEE REGIONAL OFFICE phone number is 731-984-9684.**

Please contact me if I can be of further assistance.

Sincerely,

Shirley Jones  
Health Care Facilities  
Licensure Unit  
LA1

cc: West TN Regional Administrator  
Medicaid Provider Enrollment  
Health Services and Developmental Agency  
Nerissa Harvey, Policy Planning and Assessment  
Patti Killingsworth, Assistant Commissioner, Chief of Long Term Care Operations, TennCare  
Lonnie Matthews, Division of Health Statistics  
Tennessee Hospital Association  
Gayla Sasser, Tennessee Home Care Association  
Dee Ganaway, Office for Information Technology Services

August 23, 2012

3:50pm

AFFIDAVIT

2012 AUG 23 PM 3 47

STATE OF TENNESSEE

COUNTY OF RutherfordNAME OF FACILITY: Hospice Advantage of Nashville

I, Nickie L Harris after first being duly sworn, state under oath that I am the applicant named in this Certificate of Need application or the lawful agent thereof, that I have reviewed all of the supplemental information submitted herewith, and that it is true, accurate, and complete.

Nickie L Harris Consultant  
Signature/Title

Sworn to and subscribed before me, a Notary Public, this the 23 day of August 2012  
witness my hand at office in the County of Rutherford, State of Tennessee.

Alex Malone  
NOTARY PUBLIC

My commission expires March 22, 2012.

HF-0043

Revised 7/02



# SUPPLEMENTAL #2

**COPY-**

**SUPPLEMENTAL-2**

**Hospice Advantage of  
Nashville**

**CN1208-038**



September 28, 2012

2012 SEP 28 AM 10:23

Mr. Phil Wells, FACHE  
Health Planner III  
State of Tennessee  
Health Services and Development Agency  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Certificate of Need Application CN1208-038  
Hospice Advantage of Nashville

Dear Mr. Wells:

In response to your 2<sup>nd</sup> Request for Supplemental Information dated August 29, 2012 we are submitting responses and any required documents for your review.

**1. Section A, Applicant Profile, Item 3**

- A) Please provide the names of the owners (5% interest or greater) of Hospice Advantage, Inc. and indicate their percentage of ownership.
- B) Please identify the officers of Hospice Advantage, Inc., and provide a brief description of their experience in the management in the field of provision of hospice services.
- C) Please provide the locations and addresses of other hospice agencies which Hospice Advantage, Inc. owns and operates.

**Applicant Response**

A) Hospice Advantage is 100% owned by Rod Hildebrant.

B) Rod Hildebrant serves as President, CEO and all offices of the company except Secretary/Treasurer. He started his career in home health care as an Aide. He possesses a Master Degree from Central Michigan University in Health Services. He has led home health and hospice companies for 38 years.

Jeff Hildebrant, Sales and Marketing Specialist, serves as Secretary/Treasurer of the organization. He has been with the company since it opened in 2004.

Kaye Mysberge serves as the Chief Operating Officer of Hospice Advantage. She has been a nurse for more than 25 years. Kaye has been in Hospice leadership for more than 25 years and currently the Memphis office reports directly to her.

C) A listing of all Hospice Advantage locations is attached.

**2. Section A, Applicant Profile, Item 6 (Legal Interest in the Site of Institution)**

The applicant has provided documentation which shows assumption by the applicant, Hospice Advantage, Inc., of a lease between the real estate landlord, Duke Realty Limited Partnership, and A Touch of Grace Hospice of Nashville, LLC. The assumed lease's term was from December 1, 2008 and November 30, 2012. Please be aware that the Agency requires that the applicant shows possession of a legal interest in the proposed premises at the time of the Agency Hearing. To be on the safe side, please provide documentation through a) an extension of the current lease, b) option to lease or c) other legal documentation, which demonstrates that the applicant will have control of the current site at the time the Agency will hear your application.

**Applicant Response**

The final determinant of space needs is contingent on the approval of the CON application. Until that time we will continue to occupy the current space per the previously submitted lease agreement which will remain in force. See page three of the lease, Article 2 -- Term and Possession which discusses "holding over". It is under this option we will continue to occupy the space.

Please note we have been in communication with Duke Realty and have confirming documentation (copy attached) they will waive the holding over fee for December and we will begin a month-to-month tenancy until adequate space is decided on and a lease is signed. As long as a new lease is signed, Duke Realty will credit the holding over fees paid toward the new lease.

**3. Section A, Applicant Profile, Item 8 (Purpose of Review)**

The application shows that the applicant is requesting review of "C) Modification of an Existing Facility." The remainder of the application indicates the applicant wishes to initiate a health care service (i.e., hospice services) through expansion of its service area to eight additional counties. Please submit a revised page 3 of the application which shows a checkmark besides "D) Initiation of Health Care Service (Expansion of Service Area)" rather than "C) Modification of an Existing Facility."

**Applicant Response:**

Revised page 3R attached with the correction made.

**4. Section B. I. (Project Description) & Section C. Item 3**

The applicant describes that from A Touch of Grace Hospice of Nashville's opening in April 2010 through May 30 2012, A Touch of Grace has served 40 clients.

Please provide break down of the hospice agency's Davidson County activity.

Denied Referrals from other Counties which the applicant is seeking to serve. The applicant makes reference to these referrals on page 9 indicating that they could be found in Attachment B.II.C., which was missing from the applicant which was filed.

### Applicant Response

#### Davidson County Activity

	4/10 thru 6/10	7/10 thru 9/10	10/10 thru 12/10	1/11 thru 3/11	4/11 thru 6/11	7/11 thru 9/11	10/11 thru 12/11	1/12 thru 3/12	4/12 thru 6/12	7/12 thru 8/12	Total
Admissions	3	5	8	7	3	3	3	12	6	6	56
Patient Days	243	426	694	616	822	748	763	869	725	747	6,653
White	0	2	0	2	0	1	1	3	2	0	11
African/American	3	3	8	5	3	2	2	9	4	6	45
Other Non-White	0	0	0	0	0	0	0	0	0	0	0

#### Denied Referrals

	4/10 thru 6/10	7/10 thru 9/10	10/10 thru 12/10	1/11 thru 3/11	4/11 thru 6/11	7/11 thru 9/11	10/11 thru 12/11	1/12 thru 3/12	4/12 thru 6/12	7/12 thru 8/12	Total
Cheatham											
Maury									1		1
Montgomery											
Robertson									1		1
Rutherford					1		1				2
Sumner						1					1
Williamson				1				1			2
Wilson											7
Total											

### 5. Section B. II. A. ( Project Description)

Your response is noted. However, the question is applicable. Please describe the current facility which houses the applicant hospice agency in terms of square footage and the agency operational activities which the applicant intends to function out of the proposed space, e.g., administrative, patient intake, staff scheduling, human resources, billing, staff education, marketing and sales, etc. Please discuss whether there will be need for additional functional space with the expansion of the proposed service area or whether the current space will be sufficient to meet the agency's functional needs for projected expanded patient activity.

### Applicant Response

1320 square feet, two small offices with one common area. Space is small so we will be working with Duke Realty to possible expand current office space or move to new office space within the same complex. Additional space needed will depend on outcome of CON hearing.

**6. Section B. III A.(Plot Plan)**

The question is applicable. As required in the application for all projects, Plot Plan must provide the size of the site (in acres), location of the structure on the site, the location of the proposed construction, and the names of streets, roads, highways that cross or border the site. Those items bolded and underlined were omitted from the documentation submitted. Please provide a new Plot Plan with all the required information.

**Applicant Response**

Plot plan attached.

**7. Section B. III B (Relationship to Transportation Routes)**

The question is applicable. Please describe the accessibility of the Agency's site to patients/clients in the proposed expanded eight (8) county service area. Discussion of transportation routes, travel distances and times by which the applicant's personnel can reach the proposed clients' residents in the expanded counties will be helpful.

**Applicant Response**

Attached is a table reflecting the distances and travel times from the Hospice Advantage Mainstream Drive office in Nashville to selected cities within the proposed service area. The range in miles is 15.65 to 61.95 to Mount Pleasant in Maury County. The travel time range for the same cities was between 24 and 71 minutes with Mount Pleasant requiring the most time. The average was 39.68 and 33.70, respectively. All are accessible in part or fully by way of one of the three major interstates that intersect in Nashville, I-40, I-24 and I-65.

**8. Section B. IV (Floor Plan)**

The question is applicable. Please attach a floor plan drawing for the facility which includes legible labels of key functional areas, e.g. reception, waiting, administrator's office, equipment and/or supply storage, etc.

**Applicant Response**

A labeled floor plan is attached.

**9. Section B. V. (Map of the Proposed Service Area by County) & Section C. Item 3**

Please provide a map of the entire state of Tennessee designating the applicant's declared service area counties. (for home health/hospice-and the additional service area counties being requested). Please provide distinctive highlighting/ markings which permit the Agency members to readily differentiate the counties under discussion as opposed to other non- service area counties.

**Applicant Response**

A state map is attached with the current service area highlighted along with those proposed for expansion in the CON application.

**10. Section C, Item 1 (5 Principals for Achieving Better Health in State Health Plan)**

Please discuss how the proposed project will relate to the 5 Principals for Achieving Better Health found in the State Health Plan."

**Applicant Response**

A discussion of the project's impact on the five principles is attached.

**11. Section C, Item 1 (Specific Criteria – Hospice Services) Need.**

Please complete the following chart to determine the need for hospice services in the proposed service area:

Projected Need for Hospice Services Based on Resident Mortality Data								
A	B	C	D	E	F	G	H	I
	Cancer Deaths			Non Cancer, Non Trauma Deaths				
County	Most Recent Year	Previous Year	Factor (a)	Most Recent Year	Previous Year	Previous Year	Factor (b)	Needed Patients
			(55% of Mean of B + C)				(12% of Mean of E+F+G)	(D+H)
County 1								
County 2								
Etc.								
Service Area Total								

Source: Division of Health Statistics, Tennessee Department of Health

**Applicant Response**

The requested chart is included as a separate attachment.

**12. Section C, Item 1 (Specific Criteria – Hospice Services) Exception to the Hospice Formula**

The applicant has chosen to respond "Not Applicable" to two of the three exception options. Given the Department of Health's most recent application of the *Guidelines for Growth Need for Hospice Services Formula* produces a service-area-wide surplus of

2,828 patients, does the applicant wish to respond by providing evidence in more detail to these three exception criteria.

**Applicant Response**

Revised pages 13-25, marked "R", are attached.

**13. Section C, Item 1 (Specific Criteria – Hospice Services)**

- A) Please provide a copy of the *2011 National Healthcare Disparities Report* referred in the text of your response on page 13 of the application.

**Applicant Response**

A copy of the *2011 National Healthcare Disparities Report* is attached.

- B) Please define "access measures" as referenced in your response.

**Applicant Response**

Access measures include social economic status, lack of health insurance, utilization data of various services and the primary care physician relationship.

- C) On pages 15 and 16, the applicant describes "Racial Disparity in Hospice Utilization" using statistics which are mostly "White" and "African American" or "black" disparities in hospice utilization. In the last paragraph on page 16, the applicant concludes that these disparities are not only African American disparities, but are also disparities for other non-white races as well. Please clarify whether these conclusions are for African American only, or please present the statistical disparities for other non-white groups as well.

**Applicant Response**

The focus of the application's statistics is on African Americans who represent over 90 percent of the non-white population of the state and the eight county regions proposed for this application. Pages 13-25, marked "R", have been revised to clarify the data is focused on African American disparities (Supplemental #12).

**14. Section C, Need. Item 4. (Service Area Demographics)**

Your response to this item is noted. Using population data from the Department of Health, enrollee data from the Bureau of TennCare, and demographic information from the US Census Bureau, please complete the following table and include data for each county in your proposed service area.

**Applicant Response**

The requested chart is included as an attachment marked Supplemental #14

**15. Section C, Need. Item 4. (Service Area Demographics)**

The applicant's response to the question on page 29 refers to Attachment Table C.1.4.a.1 – Population of the Proposed Service Area with the conclusion that "African Americans and others account for 20% of the 1.1 million residents" in the proposed expanded

service area. This reviewer noticed that the applicant juxtaposed the white and minority numbers for Montgomery County. This error results in an actual proportion of African Americans and other non-whites of 11.3% of the proposed expanded service areas. Please make the appropriate correction revisions to Attachment Table C.1.4.a.1 – Population of the Proposed Service Area and the text on page 29 and resubmit your corrections to both pages as well as any other pages where this error may have caused an incorrect conclusion. Please mark the corrected pages with an R following the page number.

### Applicant Response

The error was noted and corrected. A corrected Attachment Table C.1.4.a.1- R is attached. Corrected pages 13-25, marked “R” are included under Supplemental #12.

### **16. Section C, Need. Item 5 ( Existing Providers of Home Hospice Services and their Utilization)**

A review of the applicant’s Table C.I.1.1 - Licensed Hospice Agencies in the Proposed Expanded Service area revealed some discrepancies and shortages in the number of licensed agencies serving the proposed Eight County Service area. Below is a corrected listing.

Agency (Parent Office County)	Cheatham County	Maury County	Montgomery County	Robertson County	Rutherford County	Sumner County	Williamson County	Wilson County	Service Area Total
Aseracare (Carroll)	Yes	Yes	Yes				Yes		4
Hospice Compassus –The Highland Rim (Coffee)		Yes							1
Alive Hospice (Davidson)	Yes			Yes	Yes	Yes	Yes	Yes	6
Aseracare Hospice – Nashville (Davidson)		Yes		Yes	Yes	Yes	Yes	Yes	6
Avalon Hospice (Davidson)	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	8
Caris Healthcare (Davidson)	Yes	Yes	Yes		Yes		Yes		5
Mahogany Hospice Care, Inc (Davidson)	Yes			Yes	Yes	Yes	Yes	Yes	6
Odyssey Hospice (Davidson)				Yes	Yes		Yes	Yes	4
Priority Hospice (Davidson)	Yes			Yes	Yes	Yes	Yes	Yes	6
TN Quality Hospice (Madison County)	Yes	Yes	Yes				Yes		4
Gateway Hospice (Montgomery County)	Yes		Yes	Yes					3
Caris Healthcare (Robertson)	Yes		Yes	Yes		Yes		Yes	5
Northcrest Hospice (Robertson)	Yes		Yes	Yes		Yes			4
Caris Hospice (Rutherford)					Yes		Yes	Yes	3
Highpoint Hospice (Sumner)				Yes		Yes		Yes	3
Guardian Hospice of Nashville, Inc. (Williamson)	Yes						Yes		2
Willowbrook Hospice, Inc. (Williamson)	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	8
Total- 17	12	7	8	11	9	9	12	10	Range 1-8

## SUPPLEMENTAL

- A) Utilizing the JAR as a data source, please prepare three tables, one for each of the past three years (2009, 2010, 2011), which summarizes the total number of patients served by agency by county and the proportion of non-white patients serviced.

### Applicant Response

As requested, attached are three tables labeled 2009, 2010 and 2011 summarizing the total number of patients served by each agency by county and the proportion of non-white patients served.

### 17. Section C, Need. Item 6 (Historical and Projected Utilization of the Applicant)

The applicant has referred to Attachment C.I.C.1 in the response to the question regarding historical utilization. However, Attachment C.I.C.1 was missing from the application. Please complete the following Chart.

Please complete the following Chart.

### A Touch of Grace Hospice Historical and Hospice Advantage Projected Utilization

		2010	2011	2012	2013	2014	2015
Davidson	Patients	16	16	24	52	86	100
	Pt. days	1,363	2,949	2,341	4,680	7,710	8,910
Cheatham	Patients				1	1	2
	Pt. days				90	90	180
Maury	Patients				5	7	10
	Pt. days				450	630	900
Montgomery	Patients				6	7	10
	Pt. days				540	630	900
Robertson	Patients				2	2	3
	Pt. days				180	180	270
Rutherford	Patients				8	11	15
	Pt. days				720	990	1,350
Sumner	Patients				3	4	5
	Pt. days				270	360	450
Williamson	Patients				1	1	2
	Pt. days				90	90	180
Wilson	Patients				2	3	4
	Pt. days				180	270	360
Total	Patients	16	16	24	80	122	150
	Pt. days	1,363	2,949	2,341	7,200	10,950	13,500



Additionally, please provide the details regarding the methodology used to project utilization. The methodology *MUST include* detailed calculations and/or documentation from referral sources, and identification of all assumptions.

### Applicant Response

In the 8 counties we are seeking certificate of need, 59% of non-accidental white deaths were hospice patients compared to only 38% of non-accidental black deaths. It is obvious the black population is underserved. If the hospice usage by blacks was increased to the same 59% in these counties, there would be an additional 129 blacks receiving hospice care. The top three counties with the most non-accidental deaths among blacks are also among the counties receiving the lowest percentage of hospice care (Maury, Montgomery and Rutherford).

We believe there is an education opportunity among our African American population. The original owners started this hospice with the mission to reach the underserved and we would like to expand that mission in these 8 counties. We believe with increased awareness in our communities, churches and with our physicians along with our commitment to understanding the African American culture, we will tighten the gap on this service. The methodology used to project hospice utilization in the eight counties is outlined in the table below.

<b>Projected Utilization: Focus on Increasing Hospice Usage by Blacks</b>								
	<b>Total Black Deaths 2010</b>	<b>Accidental Infant Suicide</b>	<b>Total Non-Accidental Deaths</b>	<b>Estimated 2010 hospice</b>	<b>Potential Patients to Increase usage to 59%</b>	<b>2013 goal 20% of potential or &gt;1</b>	<b>2014 goal 130% of 2013 goal</b>	<b>2015 goal 140% of 2014 goal</b>
Cheatham	8	1	7	8	0	1	1	2
Maury	94	7	87	25	26	5	7	10
Montgomery	183	43	140	55	28	6	7	10
Robertson	65	3	62	27	10	2	2	3
Rutherford	162	20	142	43	41	8	11	15
Sumner	72	11	61	22	14	3	4	5
Williamson	54	5	49	28	1	1	1	2
Wilson	56	4	52	21	10	2	3	4
<b>Total</b>	<b>694</b>	<b>94</b>	<b>600</b>	<b>229</b>	<b>129</b>	<b>28</b>	<b>36</b>	<b>50</b>
				<b>38%</b>		<b>43%</b>	<b>44%</b>	<b>47%</b>

### **18. Section C. (Economic Feasibility) Item 2. (Funding)**

The letter from the Director of Finance of Hospice Advantage, Inc. is noted. Please have the Director of Finance resubmit the letter specifically identifying the estimated amount

which the project is costing and the source of funds from which these funds will be drawn.

**Applicant Response**

A revised letter is attached with the requested information.

**19. Section C. (Economic Feasibility) Item 4 (Historical Data Chart)**

- A) Please provide the utilization information for both years, specifying the units of measure for the identified utilization.
- B) The original application submitted on August 10, 2012 indicated A Touch of Grace Hospice opened in April 2010. The Historical Data Chart submitted with the first supplemental response on August 23, 2012 indicated the agency did not open until June 16, 2010. Please clarify which date is correct.
- C) The application submitted on August 10, 2012 indicated A Touch of Grace Hospice provided 8.6% of its total revenue in charity services. The Historical Data Chart submitted with the first supplemental response on August 23, 2012 reflects \$0 in charity care. Please explain and correct this discrepancy.
- D) Please discuss why there are no entries for Deductions from Revenue for contractual adjustment, charity care or bad debt.

**Applicant Response**

- A) Historical Data Chart attached marked "R"
- B) A Touch of Grace opened April 2010 and the Medicare certification effective date is June 16, 2010.
- C) The \$25,444 listed as charity (8.6% of total revenue for the period) is for services provided before the agency became certified to bill Medicare. There was no charity care after the agency's certification.
- D) A Touch of Grace Hospice operated on a cash basis which is there are no Deductions from Revenue for contractual adjustments, charity care or bad debt on the financials.

**20. Section C. (Economic Feasibility) Item 4 (Historical and Projected Data Charts)**

The HSDA is utilizing more detailed Historical and Projected Data Charts. Please complete the revised information Historical and Projected Data Charts provided at the end of this request for supplemental information. Please note that "Management Fees to Affiliates" should include management fees paid by agreement to the parent company, another subsidiary of the parent company, or a third party with common ownership as the applicant entity. "Management Fees to Non-Affiliates" should also include any management fees paid by agreement to third party entities not having common ownership with the applicant. Management fees should not include expense allocations for support services, e.g., finance, human resources, information technology, legal, managed care, planning marketing, quality assurance, etc. that have been consolidated/centralized for the subsidiaries of a parent company. Please also breakout in further detail the "Other Expenses" line item on the Historical and Projected Data Charts. See pages 12-15 for sample forms of the revised Historical and Projected Data Charts and Other Expenses Charts.

**Applicant Response**

The more detailed Historical and Projected Data and Other Expense Charts are attached and marked "R".

**21. Section C. (Economic Feasibility) Item 4 (Projected Data Chart)**

- A) Please provide the utilization information for both years, specifying the units of measure for the identified utilization
- B) The applicant is projecting an operating loss in both 2013 and 2014. How does the applicant intend to fund these operating losses?

OK  
-

**Applicant Response**

Patient days utilization information for 2010 and 2011 are noted on the more detailed Projected Data Chart, attached and marked as "R".

**22. Section C. (Economic Feasibility) Item 9 (Applicant's Participation in Government Funded Programs)**

Please provide the information requested in the application's question.

**Applicant Response**

Hospice Advantage of Nashville is currently a Medicare and TennCare provider of services and will participate in the same government benefit programs in the expanded service area counties. Projected revenue by payor is as follows; 70 percent Medicare, 28 percent TennCare and 2 percent indigent. Attachment C.II.9, marked "R" is attached.

**23. Section C. (Economic Feasibility) Item 10 Financial Statements**

- A) Please provide the requested Financial Operating Statements for A Touch of Grace for the first six months of 2012.
- B) Please provide the requested Financial Operating Statements for Hospice Advantage, Inc.

**Applicant Response**

- A) Attached are the financial statements
- B) for Hospice Advantage of Nashville for the period ending August 31, 2012.
- C) After exhausting all possibilities, we have been unable to obtain additional financial statements from the former finance director of A Touch of Grace Hospice.

**24. Section C. (Contribution to Orderly Development) Item 3 (Staffing)**

Your response provided in first supplemental response on August 23, 2012 indicates that the applicant currently has 12.14 FTE on staff and intends to expand its operations to 8 counties surrounding its current operation base in Davidson County by adding .01 FTEs. Please explain how the applicant intends to manage this expansion. Your footnote regarding census in the staffing table is noted (rise from a census of 14 to 20). However, this notation of a rise in agency activity is not reflected anywhere else in the application.

Please clarify and make appropriate modifications to all areas of the applications for consistency in a common plan and message.

**Applicant Response**

A revised C.III.3 page is attached marked "R".

**25. Section C. (Contribution to Orderly Development) Item 4**

Your response reflects a reliance on corporate Human Resources based in Bay City, Michigan. Since most of the hires will be recruited and hired locally, please identify what actions and initiatives are planned locally to attract qualified personnel and caregivers.

**Applicant Response**

A revised page 49R is attached.

**26. Section C. (Contribution to Orderly Development) Item 8 (Final Orders and Judgments)**

The question is applicable. Please provide a response.

**Applicant Response**

A revised page 53R is attached.

**27. Section C. (Contribution to Orderly Development) Item 9 ( Civil or Criminal orders and Judgments)**

The question is applicable. Please provide a response.

**Applicant Response**

A revised page 54R is attached.

If you any of the information submitted require clarification please do not hesitate in contacting me at (615) 478-8753.

Respectfully submitted,



Vickie W. Harris  
Continuum Connexions LLC

Supplemental #1  
Applicant Profile, Item 3 (C)

## **HOSPICE ADVANTAGE, INC.**

**AGENCY LISTING BY STATE**  
**(as of August 31, 2012)**

### **ALABAMA**

#### **Montgomery**

4253 Wetumpka  
Montgomery, AL 36110

#### **Birmingham**

2435 1st Avenue South , Suite 270  
IRONDALE, AL 35210

#### **Auburn**

665 Opelika Road, Suite 200  
Auburn, AL 36830

Bethany House (Inpatient Unit)  
1171 Gatewood Drive, Bldg. 100  
Auburn, AL 36830

#### **Demopolis**

1307 Hwy 80 West  
Demopolis, AL 36732

#### **Dothan**

3245 Montgomery Hwy., Suite 8  
Dothan, AL 36303

#### **Florence**

507 East Dr Hicks Blvd.  
Florence, AL 35630

**Huntsville**

3809 Sullivan St . Suite 5

**Huntsville, AL 35758**

**Monroeville**

1370 Hwy 21 Bypass . Suite B

**Monroeville, AL 36460**

**Pelham**

2153 Riverchase Office Rd

**Birmingham, AL 35244**

**Ft. Payne**

1951 Gault Ave North

**Ft. Payne, AL 35967**

**Troy**

199 US Highway 231 North

**Troy, AL 36081**

**GEORGIA**

**Kennesaw**

300 Chastain Center Blvd, Suite 345

**Kennesaw, GA 30144**

**Atlanta**

100 Crescent Centre Parkway, Suite 220

**Tucker, GA 30084**

**Athens**

2470 Daniel's Bridge Road

Bldg 100, Suite 171

**Athens, GA 30606**

**Fayetteville**

101 Yorktown Drive, Suite 223

**Fayetteville, GA 30214**

**Blue Ridge**

583 Highland Crossing, Suite 210

**East Ellijay, GA 30540**

**Macon**

3902 Northside Drive, Suite B3  
Macon, GA 31210

**Statesboro**

7A Allen-Cail Road  
Statesboro, GA 30458

**Savannah**

310 Commercial Dr, Suite A  
Savannah, GA 31406

**Wrightsville**

606 West Court Street  
Wrightsville, GA 31096

**ILLINOIS**

Chicago  
8250 South Cicero Avenue  
Burbank, IL 60459

**KANSAS**

**Overland Park**

6340 Glenwood, Suite 109  
Overland Park, KS 66202

**MISSISSIPPI**

**Jackson**

13 Northtown Drive, Suite 130  
Jackson, MS 39211

**Meridian**

1300 C 14<sup>th</sup> Street  
Meridian, MS 39301

**Brookhaven**

102 N First Street  
Brookhaven, MS 39183

**Aberdeen**

117 Meridian St.,  
Aberdeen, MS 39730

**Hattiesburg**

811 Rebecca Ave  
Hattiesburg, MS 39401

**Tupelo**

280 South Thomas, Suite 101  
Tupelo, MS 38801

**Vicksburg**

North 61, Suite C&D  
Vicksburg, MS 39183

**Southaven**

919 Ferncliff Cove, Ste 1  
Southaven, MS 38671

**Biloxi**

250 Beauvoir Road, Suite 4A  
Biloxi, MS 39531

**Corinth**

209 Alcorn Drive  
Corinth, MS 38834

**MICHIGAN**

**Bay City**

401 Center Avenue, Suite 130  
Bay City, MI 48708

**Southfield**

21415 Civic Center Drive, Suite 122  
Southfield, MI 48076

**Flint**

1309 S. Linden, Suite B  
Flint, MI 48532



**West Branch**

3217 W M-55, Suite B  
West Branch, MI 48661

**Lansing**

801 S. Waverly, Suite 304  
Lansing, MI 48917

**Cass City**

5986 Cass City Road  
Cass City, MI 48726

**Atlanta (Serving Northern Michigan)**

12480 State St Suite 10  
Atlanta, MI 48709

**MINNESOTA****Lakeville**

18472 Kenyon Avenue  
Lakeville, MN 55044

**Minneapolis**

1790 Lexington Avenue  
Roseville, MN

**MISSOURI****Kansas City**

1201 NW Jefferson Street, Suite E  
Blue Springs, MO 64015

**Liberty**

1512B North Church Road  
Liberty, MO 64068

**Gallatin**

117 N. Main  
Gallatin, MO 64640

**Columbia**

1504 E Broadway, Suite 219  
Columbia, MO 65201

**TENNESSEE**

**Memphis**

320 S. Walnut Bend Rd. Suite 11  
Cordova, TN 38018

**WISCONSIN**

**Sheboygan**

1028 S. Taylor Drive, Suite 1026  
Sheboygan, WI 53081

**Milwaukee**

1155 Quail Court  
Pewaukee, WI 53072

**Union Grove**

951 Main Street, Suite 120  
Union Grove, WI 53182

**Fond du Lac**

79 N. Pioneer Road  
Fond du Lac, WI 54935

**Green Bay**

916 Willard Dr Suite 140  
Green Bay, WI 54304

**Carrie Peterson**

**From:** Coleman Aycock [Coleman.Aycock@dukerealty.com]  
**Sent:** Monday, September 17, 2012 10:55 AM  
**To:** Carrie Peterson  
**Cc:** Lori Merkel  
**Subject:** Holdover Rent

Ms. Peterson,

This email is to serve as confirmation that your company, Hospice Advantage, will not be charged rent at the holdover rate for the period from your lease expiration through December 31, 2012. We are waiving the additional charge specifically to provide you with the time you have stated as necessary to receive your Certificate Of Need as of the middle of December. It is our hope that upon your receipt of the CON, you will allow us to expand your offices for a full new term at 545 Mainstream Drive, Nashville, Tennessee. Should you have any questions, please contact me at the number below or call our property manager, Lori Merkel, at 6115/884-2342.

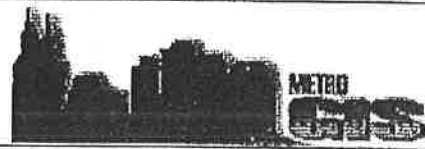
Thank you.

Coleman

Coleman B. Aycock, SIOR  
Vice President-Leasing

Duke Realty  
10 Cadillac Drive, Ste. 120  
Brentwood, TN 37027  
(o): 615/884-2302; (c): 615/405-1127  
Coleman.aycock@dukerealty.com

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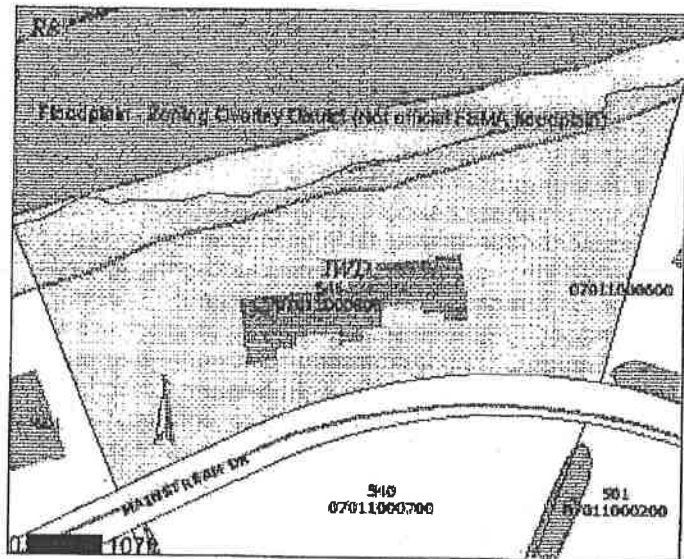
800 2nd Ave S  
Nashville, TN 37210  
www.nashville.gov/mpc

**Parcel ID:** 07011000800

**Property Address:** 545 MAINSTREAM DR  
NASHVILLE, TN 37228

**Owner Information:** WEEKS REALTY, L.P.  
P O BOX 40509  
INDIANAPOLIS, IN 46240  
Date Acquired: 4/3/1998  
Document: DB-00010881  
0000532

**General Information:** Census Tract: 13700  
Council District: 02  
Land Use: 033, OFFICE BUILDING HIGH-RISE The classification for assessment purposes is not a zoning designation and does not speak to the legality of the current use of the subject property.



**Property Information:** Description: LOT 37-L RE-SUB PT SEC 2 METROCENTER TRACT 37-L SEC 17  
Acreage: 8.91  
Dimensions: 0X0  
Document: PL-00005800 0000042

**Zoning:** Zoning: IWD, INDUSTRIAL, WAREHOUSING/DISTRIBUTION  
Date Effective: 1/1/1998  
Case Number:  
Bill Number: 096-555

**Overlays:** Overlay District: OV-FLD, FLOOD OVERLAY  
Date Effective: 1/1/1998  
Case Number:  
Bill Number: 096-555

**Assessment Information:** Sale Price: \$5,646,550.00  
Date Assessed: 1/1/2010  
Classes: C  
Land Appraised Value: \$786,700.00  
Improvement Appraised Value: \$5,452,800.00  
Total Appraised Value: \$6,239,500.00  
USD/GSD: URBAN SERVICES DISTRICT  
Service Area/Field Book: 08DA 15773

Created: 8/31/2012 7:46:50 AM

Supplemental #6  
Section B.III.A (Plot Plan)

SUPPLEMENTAL

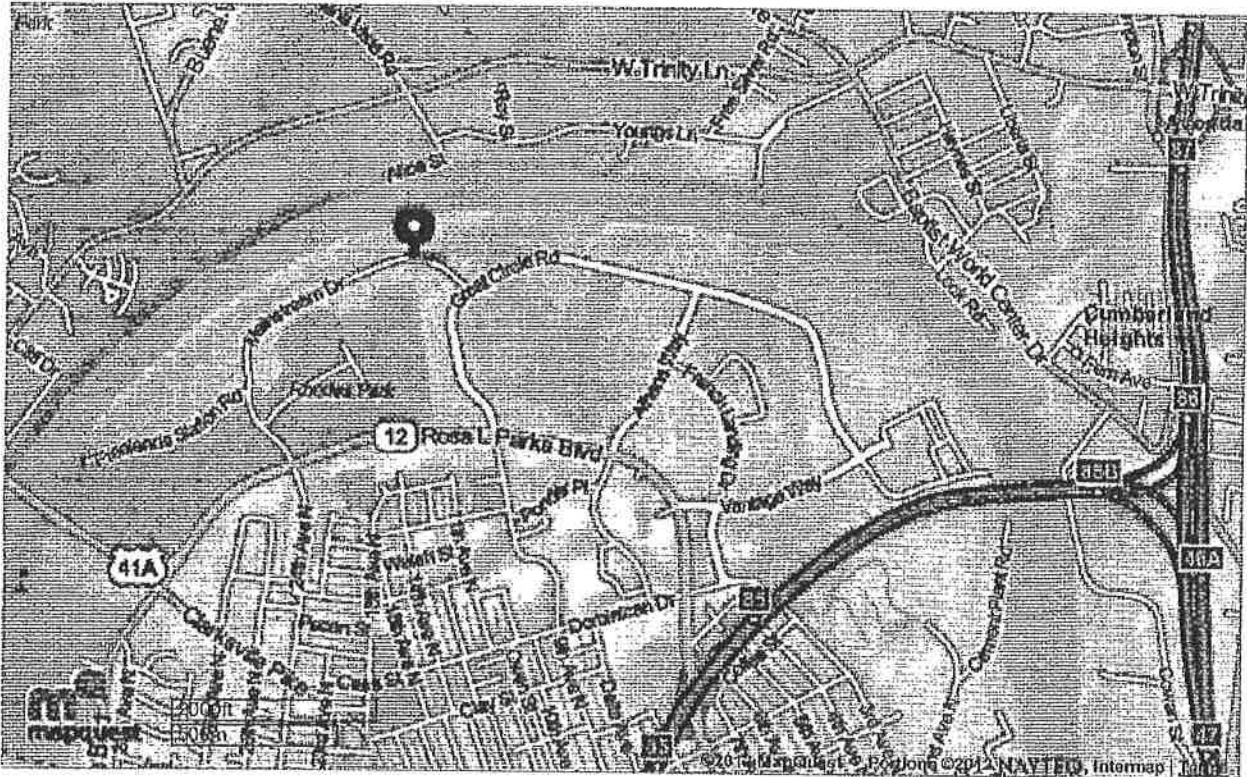
mapquest m<sup>®</sup>

Map of:

**545 Mainstream Dr**

Nashville, TN 37228-1201

Notes



©2012 MapQuest, Inc. Use of directions and maps is subject to the MapQuest Terms of Use. We make no guarantee of the accuracy of their content, road conditions or route usability. You assume all risk of use. [View Terms of Use](#)

Supplemental #7  
Section B.III.B

**Estimated Travel Times**  
**Hospice Advantage Office to Selected Cities in the Proposed Service Area**

	Travel Time (minutes)	Miles
<b>County/City</b>		
<b>Cheatham</b>		
Ashland City	29	18.18
Pegram	25	20.52
Kingston Spring	28	23.79
<b>Maury</b>		
Columbia	55	48.89
Culleoka	62	59.56
Mount Pleasant	71	61.95
<b>Montgomery</b>		
Clarksville	54	47.96
Ringold	58	54.88
<b>Robertson</b>		
Springfield	37	28.88
Greenbrier	33	24.83
Coopertown	31	29.28
Ridgetop	27	21.23
<b>Rutherford</b>		
Murfreesboro	42	37.13
Eagleville	50	40.37
Walter Hill	47	36.46
<b>Sumner</b>		
Hendersonville	24	17.9
White House	28	25.29
Portland	43	39.53
Bethpage	49	39.77
<b>Williamson</b>		
Franklin	31	24.53
Nolensville	34	24.11
Fairview	36	33.44
Thompson Station	36	33.03
<b>Wilson</b>		
Lebanon	39	34.56
Mount Juliet	28	22.68
Watertown	50	45.53
Rural Hill	24	15.65
<b>Average</b>	39.67	33.70
Source: www.mapquest.com		

Supplemental #8  
Section B.11.A  
Project Description

A.6.

SUPPLEMENTAL

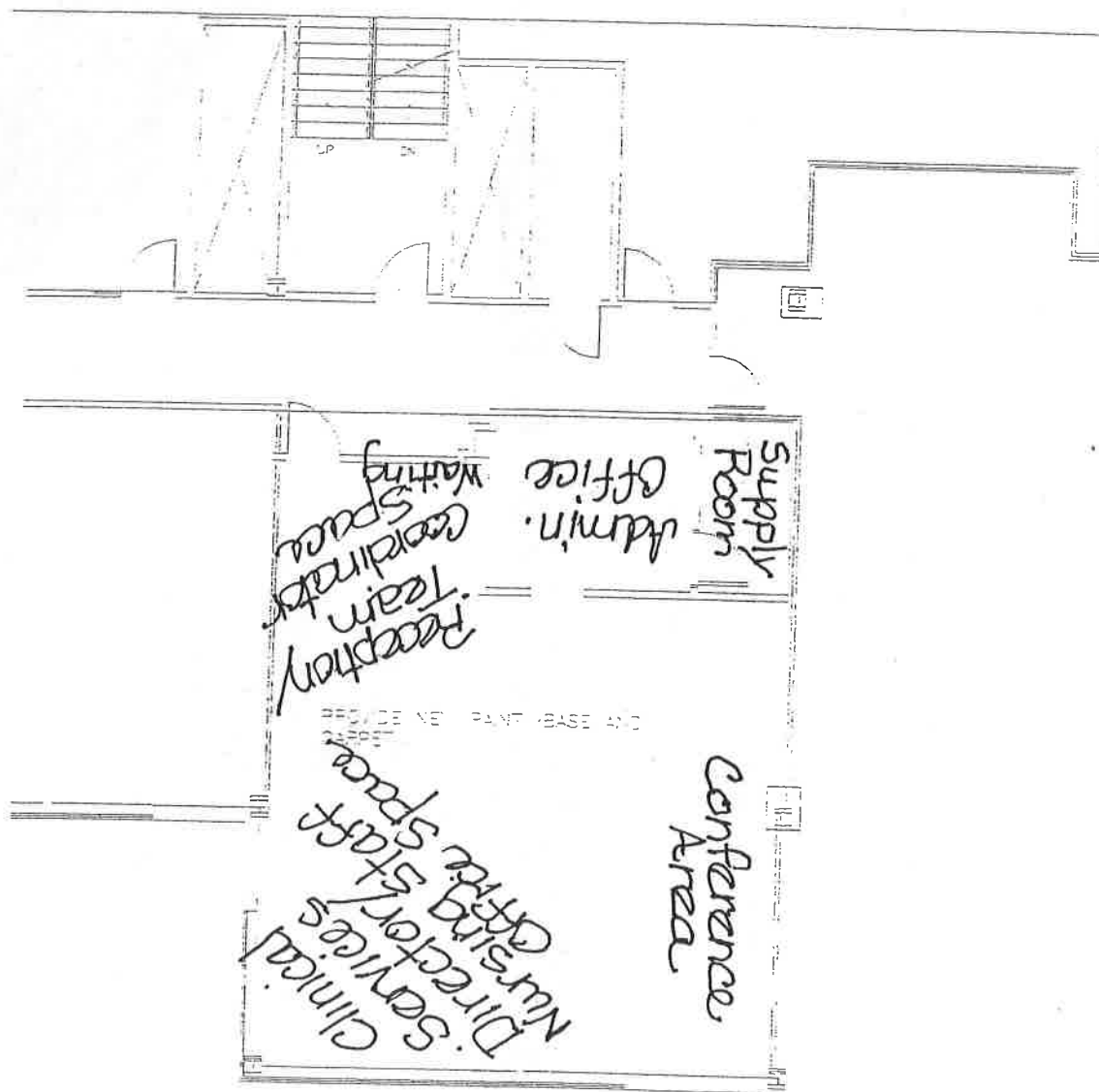


EXHIBIT B-1

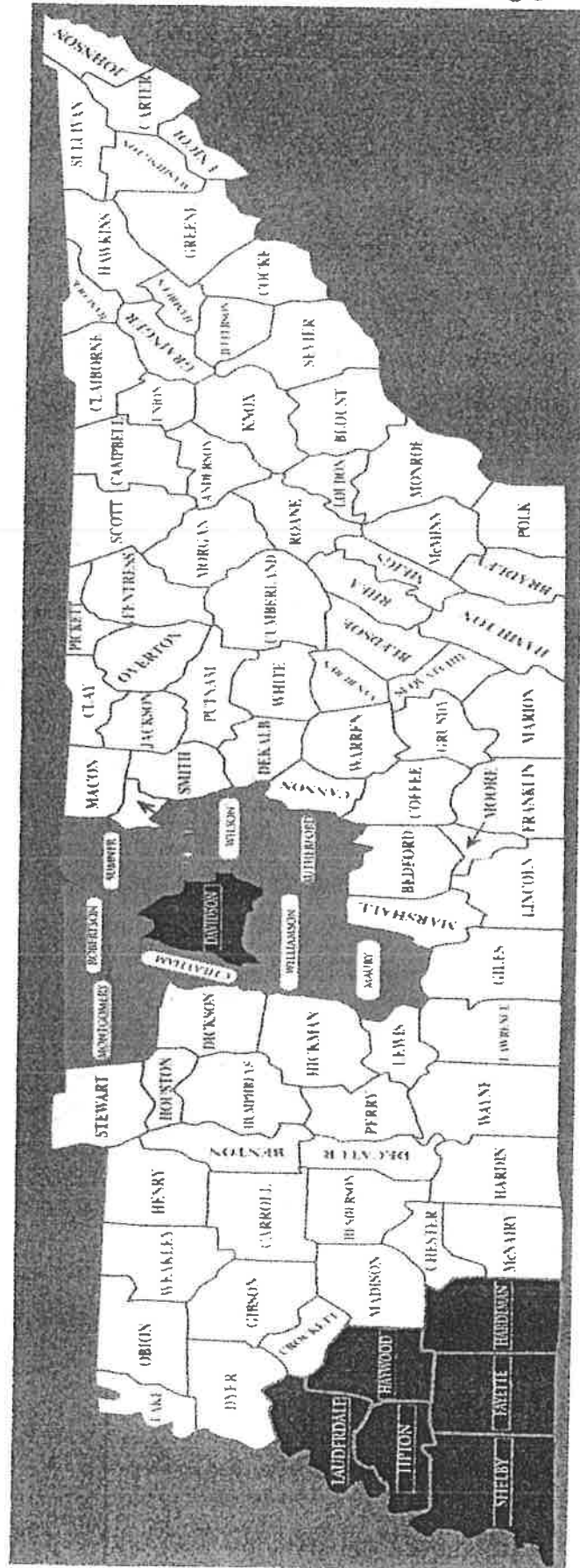
Duke  
UNIVERSITY  
HOSPITAL  
SOUTH CAMPUS  
FLOOR PLAN

## Map of the Proposed Service Area by County

**TENNESSEE**

## CURRENT AND PROPOSED SERVICE AREA

(Dark Shading=Current Licensed Service Area and Light Shading=Proposed Service Area Expansion)





Supplemental#10  
Section C, Item 1  
Principles for Achieving Better Health  
Page 1 of 3

The expansion of Hospice Advantage proposed by the application will initially support improvement of four of the five principles for achieving better health found in the 2011 Tennessee State Health Plan. Those favorably and significantly impacted upon approval are healthy lives, access to care, economic efficiencies and quality of care.

Healthy Living - The Hospice Advantage interdisciplinary team of health care professionals and paraprofessionals operate on the belief that the care plan is driven by patients' choices and the manner that they wish to live out their lives. The model supports "healthy living" through the final stages of life for the patient and the family, complementing them with a highly trained team of professionals to develop and execute plans of care that manage the physical and mental health suffering.

Access to Care - The health plan states "every citizen should have reasonable access to health care". Hospice continues to be underutilized across the state of Tennessee, lagging behind the national average by six (6) percentage points, leaving an estimated 3,400 residents to unnecessarily die without the benefit of hospice services during the final stages of life. Approval of our CON application immediately improves the availability of hospice services in the eight county region with an emphasis on African Americans and other non-white citizens.

Economic Efficiencies – The state health plan acknowledges the fragmentation and inefficiencies of the current health care delivery system as drivers of the increasing costs. The proposed

Supplemental#10  
Section C, Item 1  
Principles for Achieving Better Health  
Page 2 of 3

expansion of Hospice Advantage of Nashville to the eight county regional surrounding Davidson leverages existing administrative overhead of the existing Davidson County agency. Additionally, the proposed expansion aligns with the referral patterns of the Nashville, Davidson County hospitals which could facilitate less fragmentation.

Quality of Care – The state health plan utilizes the Institute of Medicine’s definition of “high quality care” as care that is safe, effective, patient-centered, timely, efficient and equitable. The proposed expansion of Hospice Advantage with a particular emphasis on African Americans and other non-white will help decrease the six (6) point gap in statewide service delivery when compared to the national average. Hospice Advantage is committed to addressing the under-utilization through the expansion of its “Quality in Living” program, an interdisciplinary approach that operates on the belief that the care plan is driven by patients’ choices and the manner that they wish to live out their lives. The person-centered approach creates a patient and family environment of hope, comfort and dignity that transcends cultural, religious and other identified barriers to hospice utilization. The Quality in Living program has five guiding principles:

- Developing standards of care.
- Creating and delivering educational competency programs
- Advancing palliative care specialist programs.
- Enhancing family support services.
- Championing definitive palliative care.
- Exploring quality of life outcomes of the terminally ill patient.

Supplemental#10  
Section C, Item 1  
Principles for Achieving Better Health  
Page 3 of 3

Health Care Workforce – Initially Hospice Advantage will not be utilized as a site for training new nursing, allied or paraprofessionals, it will periodically evaluate its capacity to do so in collaboration with area educational institutions to support the further development of the health care work force.

Projected Need for Hospice Services Based on Resident Mortality Data

A	B	C	D	E	F	G	H	I
	Cancer Deaths			Non Cancer, Non Trauma Deaths				
County	Most Recent Year	Previous Year	Factor (a) (55% of Mean of B + C)	Most Recent Year	Previous Year	Previous Year	Factor (b) (12% of Mean of E+F+G)	Needed Patients (D+H)
	2011	2010		2011	2010	2009		
Cheatham	90	69	44	222	224	275	29	73
Maury	162	167	90	553	499	535	63	154
Montgomery	237	245	133	690	695	694	83	216
Robertson	149	122	75	411	394	372	47	122
Rutherford	370	371	204	1111	1036	976	125	329
Sumner	266	249	142	936	899	970	112	254
Williamson	227	233	127	667	629	559	74	201
Wilson	237	210	123	605	560	551	69	192
Service Area Total	1,738	1,666	936	5,195	4,936	4,932	603	1,539

**Supplemental #14**  
**Section C, Need. Item 4.**  
**Service Area Demographics**

	Cheatham County	Maury County	Montgomery County	Robertson County	Rutherford County	Sumner County	Williamson County	Wilson County	Service Area Total	State of TN Total
Total Population-Current Year -2012	42,222	84,148	159,209	68,589	256,765	162,422	184,323	114,437	1,072,115	6,361,070
Total Population-Projected Year -2016	44,357	88,120	167,554	72,906	274,920	170,883	200,247	121,203	1,140,190	6,575,165
Total Population-% change	5%	5%	5%	6%	7%	5%	9%	6%	6%	3%
Age 65 and over Population - 2012	4,657	10,630	14,481	4,393	23,555	20,947	17,361	7,219	103,243	878,496
Age 65 and over Population - 2016	5,449	12,188	16,637	5,970	29,058	24,163	21,679	8,497	123,641	987,074
Age 65 and over Population - % change 2012-2016	17%	15%	15%	36%	23%	15%	25%	18%	20%	12%
Age 65 and over Population as % of Total Population 2016	12%	14%	10%	8%	11%	14%	11%	7%	11%	15%
Non-White (Black and other) Population - 2012	953	12,249	38,012	5,702	33,031	12,827	10,021	8,441	121,236	1,208,882
Non-White (Black and other) Population - 2016	1,014	12,681	40,397	5,877	35,947	13,894	12,675	8,911	131,396	1,275,079
Non-White (Black and other) Population - % change 2012-2016	6%	4%	6%	3%	9%	8%	26%	6%	8%	5%
Non-White (Black and other) Population as % of Total Population 2016	2%	14%	24%	8%	13%	8%	6%	7%	12%	19%
Non-White Age 65 and over Population - 2012	114	1,165	1,740	604	1910	939	962	839	8,273	33,928
Non-White Age 65 and over Population - 2016	137	1,303	2,316	701	2,457	1,167	1,160	976	10,217	40,643
Non-White Age 65 and over Population - % change 2012-2016	20%	12%	33%	16%	29%	24%	21%	16%	23%	20%
Non-White Age 65 and over Population as % of Total Population 2016	0.31%	1.48%	1.38%	0.96%	0.89%	0.68%	0.58%	0.81%	0.90%	0.62%
Median Household Income	\$52,585	\$46,278	\$48,930	\$50,820	\$53,770	\$54,916	\$87,832	\$60,678		\$43,314
TennCare Enrollees	6,083	15,047	23,776	11,452	36,715	22,900	8,690	14,092	138,755	1,206,538
TennCare Enrollees as % of Total	14%	18%	15%	17%	14%	14%	5%	12%	13%	19%
Persons Below Poverty Level as % of Total	9.3%	13.3%	14.6%	12.0%	12.7%	10.1%	5.2%	7.6%		16.5%

Sources:

Populations Projections, Tennessee Department of Health

TennCare Enrollees, Bureau of TennCare

Median Household Income and % of Persons Below Poverty, State and County Quick Facts, U.S Census Bureau

Table C.I.4A.1-R

<b>Population of Proposed Service Area 2012</b>				
	<b>Total</b>	<b>Blacks</b>	<b>Black &amp; Other</b>	<b>White</b>
<b>Cheatham</b>	<b>42,222</b>	<b>561</b>	<b>953</b>	<b>41,269</b>
<b>Maury</b>	<b>84,148</b>	<b>11,424</b>	<b>12,249</b>	<b>71,899</b>
<b>Montgomery</b>	<b>159,209</b>	<b>31,643</b>	<b>38,012</b>	<b>121,197</b>
<b>Robertson</b>	<b>68,589</b>	<b>5,045</b>	<b>5,702</b>	<b>62,887</b>
<b>Rutherford</b>	<b>256,765</b>	<b>24,860</b>	<b>33,031</b>	<b>223,734</b>
<b>Sumner</b>	<b>162,422</b>	<b>10,367</b>	<b>12,827</b>	<b>149,595</b>
<b>Williamson</b>	<b>184,323</b>	<b>8,335</b>	<b>10,021</b>	<b>172,461</b>
<b>Wilson</b>	<b>114,437</b>	<b>6,934</b>	<b>8,441</b>	<b>105,996</b>
<b>Total of 8 Counties</b>	<b>1,072,115</b>	<b>99,169</b>	<b>121,236</b>	<b>949,038</b>
<b>Total Tennessee</b>	<b>6,361,070</b>	<b>1,073,529</b>		
(1) <a href="http://health.state.tn.us/statistics/">http://health.state.tn.us/statistics/</a> , Tennessee Population Projection 2010-2020, 2008 Revision, Division of Health Statistics, Tennessee Department of Health				

## 2011 Existing Hospice Agency Utilization and Race Mix of Non-White Patients Served

Agency	Parent Office	Cheatham		Maury		Montgomery		Robertson		Rutherford		Sumner		Williamson		Wilson	
		Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White
Aseracare Hospice McKenzie	Carroll	55	4%	183	4%	203	13%										
Hospice Compassus The Highland Rim	Coffee			4	0%												
Aseracare Hospice Nashville	Davidson							31	3%	19	21%	40	10%	19	0	0%	3
Alive Hospice, Inc.	Davidson	66	3%					62	11%	313	11%	150	2%	199	13	7%	158
Priority Hospice Care, Inc.	Davidson											6	0%	32	0	0%	5
Avalon Hospice	Davidson	8	13%	17	24%	6	0%	3	0%	13	23%	18	17%	29	5	17%	23
Mahogany Hospice Care, Inc.	Davidson	0										1	0%				0%
Odysey Hospice	Davidson							15	47%	74	54%			60	43	72%	275
Caris Healthcare, LP	Davidson			177	6%									72	3	4%	53%
TN Quality Hospice	Madison	0															
Gateway Hospice	Montgomery	4	0%			253	13%	6	0%								
NorthCrest Hospice	Robertson	5	0%			1	0%	100	6%			2	0%				
Caris Healthcare, LP	Robertson	17	0%			35	11%	81	14%			80	9%				
Caris Healthcare, LP	Rutherford	0								313	8%						
Highpoint Hospice	Sumner							4	25%			336	5%			19	0%
Guardian Hospice of Nashville, Inc.	Williamson	3	67%											38	6	16%	5
Willowbrook Hospice, Inc.	Williamson	7	14%	9	11%			10	10%	21	10%	39	10%	106	9	8%	6
TOTAL		165	5%	390	6%	498	13%	312	11%	753	14%	672	6%	555	79	1,239	489

## 2010 Existing Hospice Agency Utilization and Race Mix of Non-White Patients Served

Agency	Parent Office	Cheatham		Maury		Montgomery		Robertson		Rutherford		Sumner		Williamson		Wilson	
		Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White
Asercare Hospice McKenzia	Carroll	55	7%			192	9%										
Hospice Compassus The Highland Rim	Coffee			207	7%												
Asercare Hospice Nashville	Davidson			2	0%			30	3%			29	7%			1	0%
Alive Hospice, Inc.	Davidson	64	6%					57	5%	272	10%	134	2%	190	8%	124	8%
Priority Hospice Care, Inc.	Davidson							1	0%			9	0%	30	0%		
Avalon Hospice	Davidson	5	0%	1	0%	10	0%	10	10%	31	23%	6	0%	25	4%	11	9%
Mahogany Hospice Care, Inc.	Davidson	2	0%									2	50%				
Odyssey Hospice	Davidson																
Caris Healthcare, LP	Davidson			160	8%			7	0%	70	37%			61	43%	246	37%
TN Quality Hospice	Madison													53	6%		
Gateway Hospice	Montgome	4	0%			257	14%	2	0%								
NorthCrest Hospice	Robertson	3	0%					108	8%			2	0%				
Caris Healthcare, LP	Robertson	14	7%			44	23%	104	17%			109	6%				
Caris Healthcare, LP	Rutherford									320	8%					26	12%
Highpoint Hospice	Sumner							1	0%			328	6%			4	0%
Guardian Hospice of Nashville, Inc.	Williamson	7	14%											36	3%		
Willowbrook Hospice, Inc.	Williamson	10	10%	15	13%			8	0%	22	0%	15	7%	138	7%	14	21%
TOTAL		164	7%	385	7%	503	13%	328	10%	715	12%	634	6%	533	11%	426	25%

SUPPLEMENTAL



## 2009 Existing Hospice Agency Utilization and Race Mix of Non-White Patients Served

Agency	Parent Office	Cheatham		Maury		Montgomery		Robertson		Rutherford		Sumner		Williamson		Wilson	
		Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White	Total Served	% Non White
Asenacare Hospice McKenzie	Carroll	44	7%	162	30%	190	21%										
Hospice Compassus The Highland Rim	Coffee																
Asenacare Hospice Nashville	Davidson							18	0%	9	0%	34	6%			4	5%
Alive Hospice, Inc.	Davidson	74	5%					55	11%	295	11%	149	3%	199	11%	137	6%
Priority Hospice Care, Inc.	Davidson									0		15		26	0%	2	0%
Avalon Hospice	Davidson	2	0%	1	0%	7	14%	9	11%	10	30%	2	50%	13	15%	7	5%
Manogary Hospice Care, Inc.	Davidson											2	50%	0			
Odyssey Hospice	Davidson																
Caris Healthcare, LP	Davidson			159	8%			8	25%	86	14%			73	21%	171	23%
TN Quality Hospice	Madison													27	4%		
Gateway Hospice	Montgomery	1	0%			220	15%	3	0%								
NorthCrest Hospice	Robertson	4	0%					98	4%			1	5%				
Caris Healthcare, LP	Robertson	28	4%			35	23%	102	15%			79	4%				
Caris Healthcare, LP	Rutherford									254	6%					30	7%
Highpoint Hospice	Sumner							3	33%			382	25%			8	38%
Guardian Hospice of Nashville, Inc.	Williamson	8	0%											30	0%		
Willowbrook Hospice, Inc.	Williamson	14	7%	11	9%			15	7%	16	6%	18	0%	136	7%	6	17%
<b>TOTAL</b>		<b>175</b>	<b>5%</b>	<b>333</b>	<b>18%</b>	<b>452</b>	<b>18%</b>	<b>311</b>	<b>10%</b>	<b>670</b>	<b>9%</b>	<b>682</b>	<b>16%</b>	<b>504</b>	<b>10%</b>	<b>365</b>	<b>15%</b>



# HOSPICE

## advantage

SUPPLEMENTAL

Care, Comfort & Compassion

**1-800-HOSPICE**

To: Health Services Development Agency

From: Douglas McGuire, Director of Finance

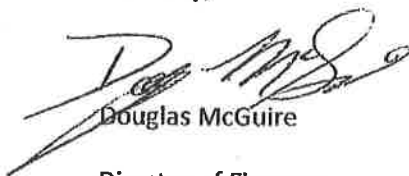
RE: Availability of Funds

Dated August 30, 2012

This Letter is documenting that Hospice Advantage has the availability of funds to cover all administrative costs of the C.O.N expansion of our Nashville office through regular operations and cash flows of the company. Most of the individuals working on the project are already salaried employees of the company with their salaries being funded through daily operations and income generated by the company. The projected legal fees which have not already been paid amount to less than twenty five thousand and can be paid by funds generated by the company's daily operations or the credit line with Fifth-Third Bank, that is secured by our accounts receivable. Current availability on our line with Fifth-Third is over 5 million. The total cost of this project is estimated to be less than \$200,000.

If you have any questions please call me at (989) 891-2201.

Sincerely,



Douglas McGuire

Director of Finance

401 Center Avenue, Suite 150 • Bay City, MI 48708

Phone (989) 893-2904 • Fax (989) 895-3977  
[www.hospiceadvantage.com](http://www.hospiceadvantage.com)

# Attachment C.II.9 R

## Revenue Projections by Payor

Year 1

Assumptions: 1) CON approval in December and service start date January 2013  
 2) Per diem reimbursement from Medicare and TennCare of \$148.84  
 3) 90 Days ALOS

2013				
	Admissions	Patient Days	Per Diem Rate	Projected Revenue
Medicare	56	5,040	\$ 148.84	\$ 750,154
TennCare	22	1,980	\$ 148.84	\$ 294,703
Indigent	2	180	\$ 148.84	\$ 26,791
<b>TOTAL</b>	<b>80</b>	<b>7,200</b>		<b>\$ 1,071,648</b>

# Supplemental #23

## 1 of 2

# SUPPLEMENTAL

### Hospice Advantage, INC Nashville Hospice For the Eight Months Ending August 31, 2012

	August Actual	%	August Budget	%	\$ Variance	YTD Actual	%	YTD Budget	%	\$ Variance
Revenue	\$57,452	97.40%			57,452	\$142,291	93.70%			142,291
Continuous Care						344	0.23%			344
Indigent - Other Revenue	1,488	2.62%			1,488	9,228	6.08%			9,228
Gross Profit	58,940	100.00%			58,940	151,863	100.00%			151,863
Direct Costs										
Nursing Wages	8,993	11.86%			8,993	15,567	10.24%			15,567
Nursing On Call	1,130	1.92%			1,130	2,888	1.89%			2,888
Nursing Mileage	549	0.93%			549	1,381	0.90%			1,381
Total Nursing	8,672	14.71%			8,672	19,796	13.03%			19,796
Alte Wages	3,330	5.65%			3,330	8,718	5.74%			8,718
Alte Subcontracted	2,914	4.94%			2,914	7,937	5.18%			7,937
Alte Mileage	574	0.97%			574	1,928	1.27%			1,928
Total Alte Costs	8,818	11.67%			8,818	18,481	12.17%			18,481
Social Worker	4,140	7.02%			4,140	8,883	5.86%			8,883
Social Worker Mileage	414	0.70%			414	1,183	0.77%			1,183
Total Social Worker	4,554	7.73%			4,554	10,046	6.62%			10,046
Medical Supplies	845	1.43%			845	2,067	1.36%			2,067
X-Ray, Ambulance & Labs	125	0.21%			125	502	0.33%			502
Volunteer Supplies	(100)	-0.17%			(100)					
DME	2,281	3.84%			2,281	7,473	4.92%			7,473
Pharmacy & Telehealth	3,997	6.78%			3,997	8,394	5.53%			8,394
Bereavement Supplies and Exps	(50)	-0.08%			(50)	75	0.05%			75
Health & Dental	1,207	2.06%			1,207	2,041	1.34%			2,041
Total Direct Costs	20,418	34.62%			20,418	62,089	40.87%			62,089
Gross Income Before Admin. Exp	30,621	51.78%			30,621	82,096	54.06%			82,096

Hospice Advantage, INC  
Nashville Hospice  
For the Eight Months Ending August 31, 2012

	August Actual	%	August Budget	%	\$ Variance	YTD Actual	%	YTD Budget	%	\$ Variance
Administrative Costs										
Clinical Services Director	\$2,894	4.91%			2,894	\$8,164	5.37%			8,164
Administrative & Office Wages	5,639	9.57%			5,639	14,287	9.38%			14,287
Medical Director & Nurse Practitioner	1,675	2.67%			1,675	3,276	2.16%			3,276
PDO Expenses	1,034	1.76%			1,034	3,209	2.11%			3,209
Customer Services Representative	4,247	7.21%			4,247	12,259	8.07%			12,259
Payroll Taxes, W/C & SBT	3,949	6.70%			3,949	8,747	5.76%			8,747
Employee Benefits	311	0.53%			311	117	0.08%			117
Travel & Entertainment	527	0.89%			527	5,676	3.67%			5,676
Mileage & vehicle costs	300	0.51%			300	665	0.43%			665
Marketing	358	0.61%			358	1,284	0.83%			1,284
Advertising	258	0.44%			258	802	0.53%			802
Customer Service Rep. Marketing	150	0.25%			150	201	0.13%			201
Telephone	608	1.03%			608	608	0.40%			608
Answering Service	713	1.21%			713	1,025	0.67%			1,025
Cell Phones Expense	687	1.13%			687	988	0.64%			988
Internet Services	800	1.02%			800	800	0.40%			800
Office Supplies & Expenses	640	0.82%			640	2,297	1.51%			2,297
Professional Fees						5,750	3.79%			5,750
Printing	208	0.35%			208	1,521	1.00%			1,521
Lease Expense	1,730	2.85%			1,730	5,832	4.50%			5,832
Fare Costs	1,488	2.52%			1,488	9,228	5.96%			9,228
Depreciation	8,727	11.41%			8,727	17,808	11.78%			17,808
Leases/ Equipment Leases	1,800	3.34%			1,800	2,355	1.65%			2,355
Management Fee Intercompany	5,305	9.00%			5,305	13,888	9.00%			13,888
Total Administrative Costs	41,806	70.53%			41,806	121,278	76.86%			121,278
Net income from Operations	(11,284)	-19.14%			(11,284)	(39,178)	-26.80%			(39,178)
	(11,284)	-19.14%			(11,284)	(39,178)	-26.80%			(39,178)
	(11,284)	-19.14%			(11,284)	(39,178)	-26.80%			(39,178)
Billable Days	390	0.87%			390	1,019	0.67%			1,019

### Attachment C.III.3R Current and Projected Staffing and Wage Comparison

FTEs=Full Time Equivalent					
	Staffing		Wage Comparison		
	Current	Proposed	Hourly Rate*	U.S. Median**	
	FTEs	FTEs			
Administrator	1.00	1.00	\$ 33.65	\$	40.52
Home Health Aides	1.50	2.4	\$ 12.29	\$	11.54
Chaplain	0.37	0.50	\$ 18.03		\$23
Community Relations Manager	1.00	2.00	\$ 24.28	\$	22.03
Social Worker	0.62	1.00	\$ 25.00	\$	20.42
Registered Nurse	1.50	2.00	\$ 26.00	\$	31.10
LPN	0.25	0.25	\$ 19.57	\$	19.42
Team Coordinator	1.00	1.00	\$ 13.50	\$	14.84
<b>Total</b>	<b>7.24</b>	<b>10.15</b>			

\* The proposed expansion will not result in a change in salaries for any position.

\*\*Bureau of Labor Statistics

AFFIDAVIT

2012 SEP 28 AM 10: 23

STATE OF TENNESSEE

COUNTY OF

Rutherford

NAME OF FACILITY:

Hospice Advantage of Nashville

I, Vickie W. Harris after first being duly sworn, state under oath that I am the applicant named in this Certificate of Need application or the lawful agent thereof, that I have reviewed all of the supplemental information submitted herewith, and that it is true, accurate, and complete.

Vickie W. Harris, Consultant  
Signature/Title

Sworn to and subscribed before me, a Notary Public, this the 28<sup>th</sup> day of Sept, 2012,  
witness my hand at office in the County of Rutherford, State of Tennessee.

Connie F. Qualls  
NOTARY PUBLIC

My commission expires

9 5/18/13

HF-0043

Revised 7/02





**HEALTH SERVICES AND DEVELOPMENT AGENCY MEETING  
DECEMBER 12, 2012  
APPLICATION SUMMARY**

NAME OF PROJECT: Hospice Advantage of Nashville

PROJECT NUMBER: CN1208-038

ADDRESS: 545 Mainstream Drive, Suite 408  
Nashville, TN (Davidson County), Tennessee 37228

LEGAL OWNER: Hospice Advantage, Inc.  
401 Center Avenue, Suite 150  
Bay City, (Bay County), Michigan 37408

OPERATING ENTITY: Not Applicable

CONTACT PERSON: Vickie Harris  
888-739-5801

DATE FILED: August 7, 2012

PROJECT COST: \$33,250.00

FINANCING: Cash Reserves

PURPOSE FOR FILING: Expansion of applicant's current hospice service area of Davidson County to the eight county region that comprises the Nashville Metropolitan Statistical Area (MSA)

DESCRIPTION:

Hospice Advantage of Nashville is seeking approval to expand its existing hospice care agency to the eight (8) county region that comprises the Nashville Metropolitan Statistical Area (MSA). The current service area is Davidson County only. The proposed service area expansion includes Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner Williamson and Wilson counties.

## SERVICE SPECIFIC CRITERIA AND STANDARD REVIEW

### **HOSPICE SERVICES**

#### **Need**

1. Hospices shall have the capacity to admit new patients in a quantity equal to the sum of:
  - a. 55% of the mean annual number of cancer deaths in the hospice service area during the preceding two years; and
  - b. 12% of the mean annual number of deaths from all other non-traumatic causes in the hospice service area during the preceding three years.

*According to the Department of Health report that is based on 2011 data, 1,533 service area residents need hospice care; however 3,915 patients were served resulting in a net excess of 2,382.*

*The following statistics are listed in the application the applicant states contradicts the CON formula*

- Tennessee lags behind the national average of hospice deaths to total deaths by 6 points and estimates there are 578 people in the proposed service area that are denied access to hospice services as a result of the disparity
- 62% or 5,074 of all African Americans dying in Tennessee are not enrolled in hospice services as compared to 52 percent of their white counterparts
- The 2011 National Healthcare Disparities Report places Tennessee among twelve states with the lowest overall health care. The applicant states the following population subgroups had worse access measures than whites: Blacks 32%, Asians, 17%, Hispanics 63%. In addition, the applicant states poor people had worse access to care than high income people for 89% of measures.

*Strict interpretation of the criterion indicates that this application does not meet the criterion.*

2. New hospices shall be approved for Certificate of Need only if the projected need, as determined by this formula, exceeds existing service levels by 150 or more patients per year.

**HOSPICE ADVANTAGE OF NASHVILLE**

**CN1208-038**

**DECEMBER 12, 2012**

**PAGE 2**

*Since strict interpretation of the need criterion indicates a net excess of 2,382, it appears that this application does not meet the criterion.*

#### **CON Review Criteria**

1. The application shall document the existence of at least one of the following three conditions to demonstrate a need for additional hospice services in an area:
  - a. absence of services by a hospice certified for Medicaid and Medicare, and evidence that the applicant will provide Medicaid- and Medicare-certified hospice in the area; or
  - b. absence of services by a hospice that serves patients regardless of the patient's ability to pay, and evidence that the applicant will provide services for patients regardless of ability to pay; or
  - c. evidence that existing programs fail to meet the demand for hospice services for persons who have terminal cancer or other qualifying terminal illness.

*Review of the 2011 Joint Annual Report (JAR) for Hospice indicates that there is at least one existing hospice agency serving in each service area county that reports TennCare revenue and Charity Care dollars. The applicant raises a number of factors in the application including the racial disparity in hospice utilization, a statewide hospice serve under-utilization and socioeconomic disparities; however strict interpretation of the formula indicates that there is no need for additional hospice services in the service area so that it appears that this application does not meet this criterion.*

2. The applicant shall set forth its plan for care of patients without private insurance coverage and its plan for care of medically underserved populations. The applicant shall include demographic identification or underserved populations in the applicant's proposed service area and shall not deny services solely based on the patient's ability to pay.

*The applicant notes that hospice care will be primarily reimbursed by Medicare but is committed to providing approximately 2% of its care to indigent patients. The applicant states Hospice Advantage will position itself as the hospice provider of choice for consumers regardless of race, payor or ability to pay. It appears that this application meets this criterion.*

## Exception to the Hospice Formula

The applicant must demonstrate that circumstances exist to justify the approval of a new hospice. Evidence submitted by the applicant must document one or more of the following:

1. That a specific terminally ill population is not being served;
2. That a county or counties within the service area of a licensed hospice program are not being served; and
3. That there are persons referred to hospice programs who are not being admitted within 48 hours (excluding cases where a later admission date has been requested). The applicant shall indicate the number of persons.

If the need for the exception to the hospice formula is justified, then the review criteria above shall also apply.

*The applicant chooses Item 1 to request an exception to the hospice formula. As stated previously, the applicant presents contradictions in the current hospice formula including; 1) utilization disparity of African Americans in comparison to their white counterparts, 2) the proposed service area will experience double digit growth in all but one county including the double digit growth in the African American and other subgroups ranging from 13% to 34% from 2012 to 2020, and 3) the ongoing gap between the 2010 national (42%) and state (36%) hospice utilization rates. However, there are at least seven (7) hospice agencies licensed to service in each service area county and strict interpretation of the formula indicates that there is no need for additional hospice services in the service area so that it appears that this application does not meet this criterion.*

### SUMMARY:

Hospice Advantage of Nashville proposes to expand its existing service area of Davidson County to the eight county area of Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties that comprises the Nashville metropolitan statistical area (MSA). Hospice Advantage of Nashville (formerly "A Touch of Grace of Nashville") is a wholly owned affiliate of Hospice Advantage, Inc. (Note to Agency Members: A Touch of Grace of Nashville (CN0902-005) was originally approved at the June 24, 2009 Agency meeting). The applicant states Hospice Advantage is the largest privately held hospice company in the United States providing hospice services in Memphis and in the states of Kansas, Minnesota, Mississippi, Missouri, Michigan, Wisconsin, Alabama and Georgia. The applicant notes hospice services are underutilized in Tennessee leaving residents to unnecessarily die without the benefit of

**HOSPICE ADVANTAGE OF NASHVILLE**

**CN1208-038**

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hospice services during the final stages of life. The applicant maintains the formula for determining the need for hospice services fails to recognize the variability in service capabilities and/or business models from agency to agency. The applicant stresses subgroups such as non-whites and the social-economically challenged are significantly underserved across the state and in Middle Tennessee. The applicant plans to address the under-utilization of hospice services by using their own inter-disciplinary person centered "Quality in Living" program that operates on the belief that patient's choice and the manner that they wish to live out their lives drives the patient's care plan. The applicant states since the opening of their agency in Davidson County in April 2010, it has served a total of forty (40) clients through May 30, 2012. The applicant indicated 62%, or 25 of those forty (40) patients served were non-white.

The applicant states that the location will remain at 445 Mainstream Drive, Suite 408, Nashville (Davidson County), TN. The current office space is 1,329 square feet that consists of two (2) small offices and one (1) common area. The applicant states additional space may be needed depending on the outcome of the CON hearing. The applicant plans to work with a realtor to expand current office space or move to another office within the same complex.

The applicant expects 70% of all patients will be Medicare, 28% TennCare and 2% indigent. The applicant currently has contracts with United Healthcare and AmeriGroup to serve the TennCare population.

The Department of Health Report displays two tables that show total population and TennCare enrollment by service area county. Below are highlights of the two tables:

- The 2012 total population in the service area is 1,072,115 increasing 6.3% to 1,140,190 in 2016. The rate of growth by county ranges from 5.1% in Cheatham County to 8.6% in Williamson County. The overall rate of growth for total population in Tennessee is 3.4%.
- There are 139,216 TennCare enrollees in the service area which is equivalent to 13% of the total population. The range of TennCare enrollees as a % of total population is from 4.8% in Williamson County to 18.3% in Maury County. For the state of Tennessee overall the TennCare population is approximately 18.9% of the total population.

The applicant provides a chart in the supplemental response that lists driving distances from the parent office to various locations in the service area. Driving distance/time ranges from 15.65 mile/24 minutes to Rural Hill (Wilson County) to 61.95 miles/71 minutes to Mount Pleasant (Maury County).

The Department of Health Report, page 5, displays the calculation of the current hospice formula to each of the counties in the service area. All eight counties demonstrate a

**HOSPICE ADVANTAGE OF NASHVILLE**

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surplus. The overall result for the service area is that 2,382 more patients received care than the need formula demonstrated:

### HOSPICE NEED BY COUNTY

County	Projected Need	Patients Served	Need or (Surplus)
Cheatham	70	173	(103)
Maury	154	390	(236)
Montgomery	216	498	(282)
Robertson	122	315	(193)
Rutherford	329	783	(454)
Sumner	249	682	(433)
Williamson	201	576	(375)
Wilson	192	498	(306)
<b>TOTAL</b>	<b>1,533</b>	<b>3,915</b>	<b>(2,382)</b>

Source: Tennessee Department of Health, CN1208-038

The net surplus figure above is based on the need formula projecting that 1,533 service area residents needed hospice care; however 3,915 patients were served resulting in a net excess of 2,382. The applicant states that the need formula is either inappropriate or needs to be adjusted.

The need formula is based on the premise that 55% of patients who die from cancer and 12% of patients dying from other causes that are non-traumatic need hospice services.

The trend of hospice patients served in the proposed expanded service area counties is presented in the table below:

County	#Agencies Licensed to Serve (2011)	#Agencies that Served (2011)	2009 Hospice Patients	2010 Hospice Patients	2011 Hospice Patients	'09-'11 % Change
Cheatham	12	8	175	164	166	-5.14%
Maury	7	5	333	385	390	+17.12%
Montgomery	8	5	452	503	498	+10.18
Robertson	11	9	311	328	312	+0.32%
Rutherford	9	7	671	715	754	+2.79%
Sumner	9	9	681	634	672	-1.32%
Williamson	12	8	505	534	546	+8.12%
Wilson	10	7	365	426	489	+33.97%
<b>TOTAL</b>			<b>3,493</b>	<b>3,689</b>	<b>3,827</b>	<b>+9.5%</b>

Source: (Listing) Dept. of Health Licensure - 9/26/2012

### HOSPICE ADVANTAGE OF NASHVILLE

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The chart above demonstrates there has been an increase in hospice patients served from the service area between 2009 and 2011. Overall for the service area, hospice patients served has increased 9.5% during this time period. Six of the eight counties demonstrated increases in hospice patients served. Hospice patient utilization has steadily increased between 2009 and 2011.

There are seventeen hospice agencies that are licensed to serve at least one of the counties in the proposed service area. The first of the following two charts identify hospice patients served by the agencies by service area county. The second chart identifies each agency's market share (agency patients from service area/total service area patients) and patient origin (agency service area patients/agency total patients).

## 2011 HOSPICE UTILIZATION BY COUNTY PATIENTS

Agency/County Patients	<i>Cheatham County Patients</i>	<i>Maury County Patients</i>	<i>Montgomery County Patients</i>	<i>Robertson County Patients</i>	<i>Rutherford County Patients</i>	<i>Sumner County Patients</i>	<i>Williamson County Patients</i>	<i>Wilson County Patients</i>
Aseracare Hospice-McKenzie (Carroll)	55	X	203				X	
Hospice Compassus-The Highland Rim (Coffee)		183						
Alive Hospice (Davidson)	66			62	313	150	190	158
AseraCare Hospice Nashville (Davidson)		4		31	19	40	19	3
Avalon Hospice (Davidson)	8	17	6	3	13	18	29	23
Caris Healthcare-(Davidson)	X	177	X		X		72	
Mahogany Hospice Care, Inc. (Davidson)	X			X	X	1	X	X
Odyssey-Hospice (Davidson)				15	74		60	275
Priority Hospice Care Inc. (Davidson)	X			X	1	6	32	X
Tennessee Quality Hospice (Madison)	X	X	X				X	
Gateway Hospice (Montgomery)	4		253	6				
Caris Healthcare (Robertson)	17		35	81		80		X
Northcrest Hospice (Robertson)	5		1	100		2		
Caris Healthcare-(Rutherford)					313		X	19
Highpoint Hospice (Sumner)				4		336		5
Guardian Hospice of Nashville, LLC (Williamson)	3						38	
Willowbrook Hospice, Inc. (Williamson)	8	9	X	10	21	39	106	6
<b>TOTAL COUNTY</b>	<b>166</b>	<b>390</b>	<b>498</b>	<b>312</b>	<b>754</b>	<b>672</b>	<b>546</b>	<b>489</b>

Source: (Listing) Dept. of Health Licensure - 9/26/2012

x-Licensed to Serve but did not serve any patients in 2011

Shaded cells are counties that agency is not licensed to serve

**HOSPICE ADVANTAGE OF NASHVILLE**

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The chart on the previous page reveals the following information:

- AseraCare Hospice McKenzie (Carroll) is licensed to serve in four of the eight counties, but did not serve in two of the four licensed counties.
- Hospice Compassus-The Highland Rim (Coffee) is only licensed to serve in Maury County.
- Alive Hospice (Davidson) is licensed to serve in six of the eight counties.
- AseraCare Hospice Nashville (Davidson) is licensed in six of the eight counties.
- The Avalon hospice agency (Davidson) and Willowbrook Hospice, Inc. (Williamson) is licensed to serve all the proposed eight (8) service area counties.
- Caris Healthcare (Davidson) is licensed to serve in five of the eight counties, and only served patients in two of the five licensed counties.
- Mahogany Hospice Care, Inc. (Davidson) is licensed to serve in six of the eight counties serving only one patient in Sumner County.
- The Tennessee Quality Hospice (Madison) is licensed to serve in four of the counties and did not serve any patients in 2011 in those counties.
- Odyssey Hospice (Davidson) is licensed in four of the eight proposed counties and served patients in those four counties.
- Priority Hospice Care Inc. (Davidson) is licensed in six of the eight counties and did not provide services in three of the six licensed counties.
- Gateway Hospice (Montgomery) is licensed to serve in three of the eight counties.
- Caris Healthcare (Robertson) is licensed to serve in five of the eight counties and did not serve patients in Wilson County which is licensed.
- Northcrest Hospice (Robertson) is licensed to serve in four of the eight counties.
- Caris Healthcare (Rutherford) is licensed to serve in three of the eight counties, but only served in two of the three licensed counties.
- Highpoint Hospice (Sumner) is licensed to serve in three of the eight counties.
- Guardian Hospice of Nashville, LLC (Williamson) is licensed to serve in two of the eight counties.

### 2011 Hospice Agency Service Market Share and Patient Origin

Agency/County	Agency Patients	%	Total Patients	Service Area
	From Service Area	Market Share	Served	Patient Origin
Aseracare Hospice-	258	6.74%	713	36.1%
Hospice Compassus-The	183	4.8%	757	24.2%
Alive Hospice	939	24.5%	2,997	31.3%
AseraCare Hospice	116	3.03%	271	42.8%
Avalon Hospice	117	3.06%	995	11.75%
Caris Healthcare-Davidson	249	6.51%	812	30.6%
Mahogany	1	.03%	23	4.3%
Odyssey-Hospice	424	11.08%	946	44.8%
Priority Hospice Care	39	1.02%	66	59%
Tennessee Quality Hospice	0	0%	408	0%
Gateway Hospice	263	6.87%	294	89.5%
Caris Healthcare	213	5.6%	219	97.3%
Northcrest Hospice	108	2.82%	112	96.4%
Caris Healthcare-	332	8.7%	904	36.7%
Highpoint Hospice	345	9.0%	416	82.9%
Guardian Hospice of	41	1.1%	193	21.2%
Willowbrook Hospice,	199	5.2%	334	59.5%
<b>TOTAL COUNTY</b>	<b>3,827</b>	<b>100.0%</b>	<b>7,825</b>	<b>48.9%</b>

Source: (Listing) Dept. of Health Licensure - 9/26/2012

The chart above reveals the following market share information and patient origin information:

- Even though there are seventeen hospice agencies that are licensed in at least one of the service area counties, only two agencies had market share in excess of 10%: Alive Hospice (24.5%) and Odyssey Hospice (11.08%). These two agencies accounted for over 35% of the market share.
- Of the seventeen licensed hospice agencies thirteen agencies' patient origin was greater than 25% dependent on service area counties.

*Note to Agency members: Patient origin for the above table is the number of patients from the service area that each hospice agency sees as a percentage of all patients seen by the agency. This percentage measures the dependence that an agency has on service area patients and should be used as a determinant on how a new hospice provider in the service area might impact an existing hospice agency. For example, several of the hospice agencies are highly dependent on patients from the service area including two agencies whose patient origin is greater than 95% from the proposed service area.*

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The three year utilization trend for the seventeen agencies based on total patients regardless of patient origin is presented in the table on the following page:

#### **HOSPICE AGENCY TRENDS, 2009-2011**

<b>Agency</b>	<b>2009 Hospice Total Patients</b>	<b>2010 Hospice Total Patients</b>	<b>2011 Hospice Total Patients</b>	<b>'09-'11 % Change</b>
Aseracare Hospice-McKenzie	713	694	713	0.00%
Hospice Compassus-The Highland Rim	739	639	757	2.44%
Alive Hospice	2,876	2,828	2,997	4.21%
AseraCare Hospice Nashville	210	229	271	29.05%
Avalon Hospice	113	586	995	780.53%
Caris Healthcare- Davidson	795	825	812	2.14%
Mahogany Hospice Care, Inc.	45	67	23	-48.89%
Odyssey-Hospice	865	897	946	9.36%
Priority Hospice Care Inc.	96	72	66	-31.25%
Tennessee Quality Hospice	0	0	408	0.00%
Gateway Hospice	245	280	294	20.00%
Caris Healthcare Robertson	255	284	219	-14.12%
Northcrest Hospice	111	114	112	0.90%
Caris Healthcare- Rutherford	788	874	904	14.72%
Highpoint Hospice	460	400	416	-9.57%
Guardian Hospice of Nashville, LLC	191	216	193	1.05%
Willowbrook Hospice, Inc.	329	348	334	1.52%
<b>Total</b>	<b>8,831</b>	<b>9,353</b>	<b>10,460</b>	<b>18.45%</b>

Source: (Listing) Dept. of Health Licensure - 9/26/2012

The results of the above table indicate the following:

- Hospice patient volume overall increased for these agencies 18.45% between 2009 and 2011.
- Eleven of the seventeen agencies experienced increased volume during this time period.

#### **HOSPICE ADVANTAGE OF NASHVILLE**

**CN1208-038**

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- Avalon Hospice experienced the largest percentage increase in volume of 780% from 2009 to 2011

The applicant is projecting to serve eighty (80) patients during the first year of operation providing an estimated 7,200 days of care. The applicant expects Year 2 utilization to be 122 patients providing 10,950 days of care. The applicant is projecting an average length of stay (ALOS) of 90 days. The above projections include the existing service area of Davidson County and the proposed additional eight (8) county service area.

Per the Projected Data Chart, the project reflects net income of \$189,904 in the first year of operation (2013) and \$415,193 in the second year of operation (2014), which is equal to approximately 25.4% of total gross operating revenues. The applicant is expecting gross revenue of approximately \$149.16 per patient day and a net charge of \$106.77 per day in Year Two. The applicant states that the current Medicare rate is \$148.84 per day. The applicant projects a gross charge per patient of \$13,395.60. The applicant expects reimbursement to be 70% Medicare and 27.5% Medicaid/TennCare.

The project will be financed by the applicant owner's cash reserves.

The proposed staffing for the projects is as follows:

#### **Proposed Staffing Pattern**

<b>Staff</b>	<b>Current FTEs</b>	<b>Proposed FTE's</b>
Administrator	1.0	1.0
RN's	1.50	2.0
LPNs	.25	.25
HH Aides	1.50	2.4
Community Relations Mgr.	1.0	2.0
Social Worker	.62	1.0
Chaplain	.37	.50
Team Coordinator	1.0	1.0
<b>TOTAL</b>	<b>7.24</b>	<b>10.15</b>

Per the Project Cost Chart found in the original application, the total project cost is \$33,250. The major cost components are the facility's Legal, Administrative (Excluding CON filing fee), and Consultant Fees of \$30,250 and \$3,000 for the CON filing fee. If approved, the applicant will obtain licensure from the Tennessee Department of Health.

*The applicant has submitted the required corporate documentation, property documentation, and detailed demographics. HSDA staff will have a copy of these documents available for member reference at the Agency meeting. Copies are also available for review at the Health Services and Development Agency office.*

**HOSPICE ADVANTAGE OF NASHVILLE**

**CN1208-038**

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Should the Agency vote to approve this project, the CON would expire in two years.

**CERTIFICATE OF NEED INFORMATION FOR THE APPLICANT**

There are no other Letters of Intent, pending or denied applications, or outstanding certificates of need for this applicant.

**CERTIFICATE OF NEED INFORMATION FOR OTHER SERVICE AREA FACILITIES:**

There are no other Letters of Intent, pending or denied applications, or outstanding Certificates of Need for other health care organizations in the service area proposing this type of service.

**PLEASE REFER TO THE REPORT BY THE DEPARTMENT OF HEALTH, DIVISION OF HEALTH STATISTICS, FOR A DETAILED ANALYSIS OF THE STATUTORY CRITERIA OF NEED, ECONOMIC FEASIBILITY, AND CONTRIBUTION TO THE ORDERLY DEVELOPMENT OF HEALTH CARE IN THE AREA FOR THIS PROJECT. THAT REPORT IS ATTACHED TO THIS SUMMARY IMMEDIATELY FOLLOWING THE COLOR DIVIDER PAGE.**

PME  
11/15/2012



2012 AUG -7 PM 2:34

## LETTER OF INTENT TENNESSEE HEALTH SERVICES AND DEVELOPMENT AGENCY

The Publication of Intent is to be published in the Nashville Tennessean which is a newspaper of general circulation in Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson, Tennessee, on or before August 8, 2012 for one day.  
(County) (Month / day) (Year)

This is to provide official notice to the Health Services and Development Agency and all interested parties, in accordance with T.C.A. § 68-11-1601 *et seq.*, and the Rules of the Health Services and Development Agency, that Hospice Advantage of Nashville

(Name of Applicant) (Facility Type-Existing)  
owned by Hospice Advantage with an ownership type of for profit corporation  
and to be managed by: Hospice Advantage intends to file an application for a Certificate of Need

**for [PROJECT DESCRIPTION BEGINS HERE]:**

Hospice Advantage of Nashville, an existing Medicare and TennCare certified program providing end of life services in Davidson County since 2009, proposes to expand its existing hospice agency to the eight county region that comprises the Nashville MSA. The proposed service area expansion includes Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties.

The estimated project cost is: \$33,250.

Hospice Advantage of Nashville (formerly a Touch of Grace Hospice), licensed only for Davidson County, maintains its primary home office at 545 Mainstream Drive, Suite, 408, Nashville, TN 37228.

The anticipated date of filing the application is: August 8, 2012  
The contact person for this project is Vickie W. Harris Consultant  
(Contact Name) (Title)

who may be reached at: Continuum Connexions LLC 719 Shady Grove Drive  
(Company Name) (Address)  
Murfreesboro TN 37128 1-888-739-5801  
(City) (State) (Zip Code) (Area Code / Phone Number)  
Vickie W. Harris 8/7/12 renaissancecg@comcast.net  
(Signature) (Date) (E-mail Address)

The Letter of Intent must be filed in triplicate and received between the first and the tenth day of the month. If the last day for filing is a Saturday, Sunday or State Holiday, filing must occur on the preceding business day. File this form at the following address:

Health Services and Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, Tennessee 37243

The published Letter of Intent must contain the following statement pursuant to T.C.A. § 68-11-1607(c)(1). (A) Any health care institution wishing to oppose a Certificate of Need application must file a written notice with the Health Services and Development Agency no later than fifteen (15) days before the regularly scheduled Health Services and Development Agency meeting at which the application is originally scheduled; and (B) Any other person wishing to oppose the application must file written objection with the Health Services and Development Agency at or prior to the consideration of the application by the Agency.

2012 NOV 27 AM 10 22

November 26, 2012

Ms. Melanie Hill, Executive Director  
Andrew Jackson State Office Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

RE: Hospice Advantage of Nashville, F/k/a/ A Touch of Grace Hospice of Nashville, LLC,  
CN1208-038 - **OPPOSITION LETTER**

Dear Ms. Hill:

We have recently learned of the above mentioned certificate of need project set to appear before the Health Service and Development Agency on December 12, 2012. Please be advised that we are opposed to CN1208-038, and would ask that the Agency deny Hospice Advantage of Nashville's request to add the following counties to its existing license, Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson and Wilson counties based primarily on the fact that the proposed service area is already adequately served. **Because the aforementioned application will duplicate existing services and adversely impact the existing hospice care delivery system, I am writing this letter in opposition to the project pursuant to T.C.A., Section 68-11-1609(g)(1).**

Ms. Hill, as an existing provider in the target market, I have firsthand knowledge of the local needs being met by our agency and other licensed agencies. Consequently, the addition of another agency will not only duplicate and drive up the cost for services already provided, but it will also adversely deplete the existing nursing pool of trained nursing professionals. Consequently, the approval of the Hospice Advantage of Nashville's CON would negatively impact existing providers and ultimately the patients using and paying for the services by not contributing to the orderly development of health care. Our agency currently serves patients throughout the proposed service area and is quite capable and willing to admit additional patients in need of hospice care. Please note that the Guidelines for Growth formula and projected need (surplus) for the applicant's proposed service area, as calculated by the Department of Health, Division of Health Statistics, reflects a surplus of (2,382) patients. Not one county requested shows a need based on the current guideline.

Ms. Melanie Hill  
Page 2

In summary, I am opposed to this CON and ask that it not be approved. There are already more than adequate existing providers delivering high quality hospice services. If you need any additional information please do not hesitate to call me.

Sincerely,

**Caris Healthcare L.P. d/b/a Caris Healthcare, Murfreesboro, Caris Healthcare, Nashville, and Caris Healthcare, Springfield**

A handwritten signature in cursive script that reads "Norman McRae".

**Norman McRae**  
President/CEO

Cc: Ms. Vickie W. Harris, President  
Mail  
Continuum Connexions, LLC  
719 Shady Grove Drive  
Murfreesboro, TN 37128

Via: Regular



SUMNER REGIONAL MEDICAL CENTER

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November 29, 2012

Dear Certificate of Need Approval Board:

It is our understanding that Hospice Advantage of Nashville is currently seeking approval for a certificate of need in the following counties: Cheatham, Maury, Montgomery, Rutherford, Robertson, Sumner, Williams, and Wilson. HighPoint Hospice currently holds a CON for three of these counties. (Sumner, Robertson, and Wilson) We have multiple Physicians and agencies in these counties that attest they have had no issues with any of the current hospice providers. Our hospice-eligible patients have Never not received care because of geography or lack of quality End of life care provided by current providers.

Furthermore HighPoint Hospice is staffed and in the position to add additional staff if needed to continue to provide quality End of life care to the counties we serve. We hope that you respectfully decline this Certificate of Need in the above counties to ensure we continue to receive the right amount of Hospice and end of life care to our eligible patients.

Sincerely,

A handwritten signature in cursive script that reads "Cheri Crowley".

Cheri Crowley RN, BSN, CHPN

Executive Director

HighPoint Hospice

515 East Bledsoe Street, Suite 9  
Cullatin, TN 37066  
Phone (615) 328-6690  
Fax (615) 328-6070  
www.sumner.org

Kim Harvey Looney  
615.850.8722 direct  
kim.looney@wallerlaw.com  
2012 NOV 19 PM 1:54

November 19, 2012

**VIA HAND DELIVERY**

Ms. Melanie Hill  
Executive Director  
Health Services and Development Agency  
500 Deaderick Street  
Suite 850  
Nashville, Tennessee

RE Hospice Advantage of Nashville  
CN1208-038

Dear Melanie:

This is to provide official notice that Hospice Compassus wishes to oppose the application of Hospice Advantage of Nashville CN1208-038 for the expansion of hospice services beyond Davidson County. A representative from Hospice Compassus will be present at the meeting.

If you have any questions, please give me a call at 850-8722.

Very truly yours,



Kim Harvey Looney

KHL:

Enclosure

cc: David Andrews (Hospice Compassus)



2012 NOV 28 AM 9:55

November 27, 2012

Melanie Hill, Executive Director  
Andrew Jackson State Office Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Dear Melanie Hill Health Services and Development Agency:

It is our understanding that Hospice Advantage of Nashville, f/k/a A Touch of Grace Hospice of Nashville, LLC is currently seeking approval for a Certificate of Need in Maury County.

Currently, our needs are well taken care of by the current providers of hospice care and we do not believe that we would benefit from another provider in this area. We currently experience a fast response to referrals, immediate response to ongoing needs of hospice patients, and more than adequate care. Our hospice-eligible patients have never NOT received care because of geography or lack of quality end of life care provided by current providers. We hope that you respectfully decline this Certificate of Need in Maury County to ensure we continue to receive the right amount of hospice and end of life care to our eligible patients.

Sincerely,

A handwritten signature in purple ink that reads "Brenda C. Totty".

Brenda C. Totty  
VP, Quality Services

BT:jb

2012 NOV 15 AM 9:53

November 6, 2012

Melanie Hill  
Health Services and Development Agency  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Ms. Hill,

It is our understanding that Hospice Advantage of Nashville (formally Touch of Grace Hospice of Nashville) is seeking approval for a certificate of need (CON) in Williamson County.

Currently, our community Hospice need is well taken care of by the many current providers of Hospice care and we do not believe our community has a need for another provider. Through our current providers we experience a fast response to referrals with exceptional quality of care. Our Hospice eligible patients have never been denied care due to geography or lack of qualified Hospice employees and Organizations.

We hope that you respectfully decline the CON in Williamson County for Hospice Advantage of Nashville so that we continue to receive the right amount of Hospice services for our eligible patients.

Sincerely,



Brandon Newman  
NHC HealthCare, Franklin



2012 NOV 8 AM 10 37

Home Health Services  
Hospice Services  
Private Duty Services

November 6, 2012

Ms. Melanie Hill, Executive Director  
State of Tennessee  
Health Services and Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

RE: Application # CN1208-038  
Hospice Advantage of Nashville

Ms. Hill:

We would like to file an opposition to the Certificate of Need application submitted by Hospice Advantage of Nashville f/k/a A Touch of Grace Hospice of Nashville, LLC, 545 Mainstream Drive, Suite 408, Nashville, TN, for the expansion of the existing hospice agency to the eight (8) county region that comprises Nashville (Davidson County) MSA.

We believe that adequate and effective services are already being provided by the existing hospice agencies currently doing business in these communities, and the creation of an additional hospice organization in these counties would adversely affect the companies already serving these communities.

Our organization will be in attendance at the CON hearing scheduled for December 12, 2012, to formally address this issue.

Sincerely,

A handwritten signature in blue ink that reads "Donna Auvenshine".

Donna Auvenshine  
Director of Business Development

cc: Hospice Advantage of Nashville

**CERTIFICATE OF NEED  
REVIEWED BY THE DEPARTMENT OF HEALTH  
DIVISION OF HEALTH STATISTICS  
615-741-1954**

2012 NOV 26 PM 3: 58

**DATE:** November 30,2012

**APPLICANT:** Hospice Advantage of Nashville  
F/k/a A Touch of Grace Hospice of Nashville, LLC  
545 Mainstream Drive Suite 408  
Nashville, Tennessee 34228

**CONTACT PERSON:** Vickie W. Harris, President  
Continuum Connexions, LLC  
719 Shady Grove Drive  
Murfreesboro, Tennessee 37128

**COST:** \$33,250

In accordance with Section 68-11-1608(a) of the Tennessee Health Services and Planning Act of 2002, the Tennessee Department of Health, Division of Health Statistics, reviewed this certificate of need application for financial impact, TennCare participation, compliance with *Tennessee's Health: Guidelines for Growth, 2000 Edition*, and verified certain data. Additional clarification or comment relative to the application is provided, as applicable, under the heading "Note to Agency Members."

**SUMMARY:**

The applicant, Hospice Advantage of Nashville, formerly know as A Touch of Grace, located in Nashville (Davidson County), Tennessee, seeks Certificate of Need (CON) approval to expand its existing hospice agency to the eight county region that comprises the Nashville metropolitan statistical area (MSA). The proposed service area expansion includes Cheatham, Maury, and Montgomery, Robertson, Rutherford, Sumner, Williamson, and Wilson counties. The existing office will be leveraged in the proposed expansion with no new administrative staff added. Direct care staff will be initiated for the proposed expansion upon approval of the CON. There will be no major medical equipment or inpatient beds involved in this project.

The applicant intends to utilize their current office until the approval of this proposed project and they will then evaluate their need for space.

Hospice Advantage of Nashville is now a wholly owned affiliate of Hospice Advantage, Inc., the largest privately held hospice company in the nation that also has operations in Memphis and operates in Kansas, Minnesota, Mississippi, Missouri, Michigan, Wisconsin, Alabama, and Georgia. The applicant provides organization charts in Attachment A.4 of the application.

The total estimated project cost is \$33,250 and will be funded through cash reserves as noted in a letter from the Director of Finance located in Attachment C.II.2.

**GENERAL CRITERIA FOR CERTIFICATE OF NEED**

The applicant responded to all of the general criteria for Certificate of Need as set forth in the document *Tennessee's Health: Guidelines for Growth, 2000 Edition*.

**NEED:**

The applicant's proposed expansion service area includes Cheatham, Maury, Montgomery, Robertson, Rutherford, Sumner, Williamson, and Wilson counties.

The following chart illustrates the 2012 and 2016 population projections for the applicant's

proposed service area expansion.

**Service Area Total Population Projections for 2012 and 2016**

County	2012 Population	2016 Population	% Increase or (Decrease)
Cheatham	42,222	44,357	5.1%
Maury	84,148	88,120	4.7%
Montgomery	159,209	167,554	5.2%
Robertson	68,589	72,906	6.3%
Rutherford	256,765	274,920	7.1%
Sumner	162,422	170,883	5.2%
Williamson	184,323	200,247	8.6%
Wilson	114,437	121,203	5.9%
<b>Total</b>	<b>1,072,115</b>	<b>1,140,190</b>	<b>6.3%</b>

Source: *Tennessee Population Projections 2000-2020, February 2008 Revision*, Tennessee Department of Health, Division of Health Statistics

**Projected Need/(Surplus) for Hospice Services Based on Resident Mortality Data 2011**

County	Factor (a)	Factor (b)	Projected Need	2011 Existing Service Levels	Need or (Surplus)
Cheatham	44	26	70	173	(103)
Maury	90	64	154	390	(236)
Montgomery	132	84	216	498	(282)
Robertson	75	47	122	315	(193)
Rutherford	203	126	329	783	(454)
Sumner	140	109	249	682	(433)
Williamson	126	75	201	576	(375)
Wilson	123	69	192	498	(306)
<b>Totals</b>	<b>933</b>	<b>600</b>	<b>1,533</b>	<b>3,915</b>	<b>(2,382)</b>

Source: *Tennessee Mortality Data, 2011 Provisional* and the *Joint Annual Report of Hospices 2011*, Tennessee Department of Health, Division of Health Statistics

The applicant asserts hospice continues to be underutilized across Tennessee, lagging behind the national average by 6%, leaving at least 3,400 residents without the benefit of hospice services during the final stages of life. The formula used for determining the need for hospice services fails to recognize the variability in service capabilities and/or business models from agency to agency. It is the business model that defines the resources allocated and designed to educate, adapt to, and render services to consumers of different population groups with varying mores related to culture, religion, and death that impact service delivery. Hospice Advantage is committed to addressing the under-utilization through the expansion of its "Quality in Living" program, an interdisciplinary approach that operates on the belief that the care plan is driven by patient' choices and the manner that they wish to live out their lives. The person-centered approach creates a patient and family environment of hope, comfort, and dignity that transcends cultural, religious, and other identified barriers to hospice utilization.

The Quality in Living program has five guiding principals:

- Developing standards of care;
- Creating and delivering educational competency programs;
- Advancing palliative care specialist programs;
- Enhancing family support services;
- Championing definitive palliative care; and
- Exploring quality of life outcomes of the terminally ill patient.

Hospice Advantage of Nashville plans to execute the same focused emphasis on decreasing under-utilization in each of the proposed service area counties as it has in Davidson County. The business model is one that clearly recognizes the variability of needs, allocates resources, and delivers services in a manner that recognizes the uniqueness of the various subgroups such as non-whites and the socio-economically challenged. Since the agency's opening in April 2010,

Hospice Advantage of Nashville has served a total of 40 clients through May 31, 2012, 62% of whom were non-white. Thirteen percent of the non-white services rendered were charity. Under-utilization in Tennessee, evidenced by the gap between the State and National hospice utilization rates, is driven in part by disparity in hospice utilization by non-whites and the socioeconomically challenged. These population subgroups remain significantly underserved across the State and in Middle Tennessee.

The 2011 National Healthcare Disparities Report release in April by the agency for Healthcare Research and Quality (AHRQ) provides statistical data that highlights disparities in access as being common, especially among ethnic groups and poor people. They include:

- Blacks had worse access to care than Whites for 32 percent of access measures;
- Asians had worse access to care than Whites for 17 percent of access measures;
- Hispanics had worse access to care than non-Hispanic Whites for 63 percent of measures; and
- Poor people had worse access to care than high-income people for 89 percent of measures.

The report further shows that access to health care did not improve for most racial and ethnic groups across the U.S. in the year 2002 through 2008. The report highlighted two points that are particularly relevant to this application:

- Between 2008 and 2010, Blacks were among the ethnic group less likely than Whites to receive end-of-life care consistent with their wishes; and
- Tennessee is among twelve states with the lowest overall quality of care.

A review of the 2010 Joint Annual Report of Hospice data by the applicant led to the conclusion that at least 3,400 Tennesseans died in 2010 without the benefit of hospice services despite the existence of 62 agencies operating across the state and between 6 and 10 agencies operating in the counties the applicant would like to expand operations to.

Despite the improvement from 2005, in 2010, 24% - 36% of the 59,201 Tennesseans who died in 2010, only 21,454 of those deaths occurred under hospice supervision based on the Joint Annual Report of Hospices. Only 36% of total deaths experienced the benefit of health care professionals to assist despite the fact research on hospice utilization has clearly shown to be an enhancement to the quality of the end-of-life period for the patient and the subsequent bereavement period of the families. The 2010 National average of hospice deaths, 42 percent, was used as a benchmark to determine that at least 3,400 Tennesseans that died represented the 6% gap between the National and State averages. Within the 8 county service area expansion, representing 17% of the total population in Tennessee, it can be assumed that a similar trend is occurring and at least 578 individuals died without the benefit of hospice.

The 2010 death rate statewide was 9.3 per 1,000 population (59,201), with the rate for African Americans at 7.7 per 1,000 population or 8,162 deaths. There is a significant disparity in hospice utilization rates between blacks and whites across the State and the counties in the expansion request. The 2010 Joint Annual Report indicates total African American hospice patients served was 3,170 which equates to 38.84% of total African American deaths. This confirms the ongoing disparity that still leaves 62% or 5,074 of all African Americans dying without the benefit of hospice services compared to 52% of their White counterparts.

Under utilization of hospice services is also being driven by socioeconomic disparity. The majority of individuals that are socioeconomically challenged will likely be uninsured or a TennCare enrollee. Using enrollment data from the TennCare Mid-month Report, February 2012 and hospice statistics from TennCare utilization from Schedule E of the 2011 Joint Annual Report, the applicant calculated the hospice utilization rate to be less than 30% statewide. Though the utilization was significantly higher in the eight county proposed expansion, the data was provided to again highlight the opportunity for further development and expansion of hospice services and to demonstrate why the need formula's broad application misses the variability from area to area



within the State.

The proposed expansion is in response to referrals received by the applicant they have not be able to service due to its service area being restricted to Davidson County.

The applicant projects 7,200 patient days in year one and 10,950 patient days in year two of the project.

#### **TENNCARE/MEDICARE ACCESS:**

Hospice Advantage of Nashville is currently a Medicare and TennCare provider and will participate in the same benefits program if the proposed CON is approved. The following chart illustrates the TennCare enrollees in the applicant's service area.

<b>TennCare Enrollees in the Proposed Service Area</b>			
<b>County</b>	<b>2012 Population</b>	<b>TennCare Enrollees</b>	<b>% of Total Population</b>
Cheatham	42,222	6,103	14.5%
Maury	84,148	15,365	18.3%
Montgomery	159,209	23,765	14.9%
Robertson	68,589	11,489	16.8%
Rutherford	256,765	36,642	14.3%
Sumner	162,422	22,937	14.1%
Williamson	184,323	8,848	4.8%
Wilson	114,437	14,067	12.3%
<b>Total</b>	<b>1,072,115</b>	<b>139,216</b>	<b>13.0%</b>

Source: *Tennessee Population Projections 2000-2020, February 2008 Revision*, Tennessee Department of Health, Division of Health Statistics and *Tennessee TennCare Management Information System, Recipient Enrollment*, Bureau of TennCare

The projected revenue by payer source is 70% Medicare, 28% TennCare, and 2% indigent care.

#### **ECONOMIC FACTORS/FINANCIAL FEASIBILITY:**

In the Project Cost Chart, the total project cost is estimated to be \$33,250, which includes \$30,250 for legal, administrative, and consulting fees; and \$3,000 for CON filing fees.

In the Historical Data Chart located in Supplemental 2, the applicant reported 1,363 and 2,949 patient days in 2010 and 2011 with gross operating of \$112,496 and \$426,415, each year, respectively. Contractual adjustments, provisions for charity care and bad debt reduced net operating revenues to \$112,496 and \$426,415. The applicant reports management fees paid to affiliates of \$15,219 and \$20,422 each year. The applicant reported a net operating income/(loss) of (\$132,241) in year one and \$91,899 in year two, respectively.

In the Projected Data Chart located in Supplemental 2, the applicant projects 7,200 patient days in 2013 and 10,950 patient days in 2014 with gross operating revenues if \$1,071,648 and \$1,633,411 each year, respectively. Contractual adjustments, provisions for charity care and bad debt reduced net operating revenues to \$1,034,141 and \$1,633,411 each year. The applicant projects a net operating income of \$189,904 in year one and \$415,193 in year two of the project.

Reimbursement for hospice care is a per diem reimbursement set by Medicare for all certified Medicare hospice providers. TennCare provides a contracted rate of reimbursement for hospice care, which is also the same for other hospices who are contracted with TennCare.

No other alternatives were considered to this project as it represents the least costly, most efficient and effective method of providing hospice benefits to the unmet needs in the proposed expansion area. The applicant reports that there continues to be a need for the expansion of hospice services to improve the overall quality of the health care delivery system in the proposed service area by decreasing the under-utilization gap of hospice services in the proposed counties;

mitigating disparity in the use of hospice in African American and other ethnic population groups; and responding to the deficits by providing hospice services to the community, irrespective of the ability of a patient and/or family to pay.

#### **CONTRIBUTION TO THE ORDERLY DEVELOPMENT OF HEALTHCARE:**

Hospice Advantage of Nashville has contracts with AmeriGroup, AmeriChoice and United Healthcare Community Plan.

The proposal will have a positive effect on the ongoing development and improvement of the health care delivery system currently ranked as one of the twelve worst in the country.

Hospice Advantage of Nashville has presented data from various sources, including the Tennessee Department of Health that indicates that the existing hospices are only serving a fraction of residents that qualify for hospice care and an even smaller fraction of those who are African American or some other ethnic group and/or poor. The approval of the expansion project will only benefit the delivery system as access to end-of-life-care is improved and the overall quality of health care services in the State is improved.

The applicant provides the current and projected staff in Supplemental 2, Attachment C.III.3 of the application.

Hospice Advantage of Nashville does not currently participate in the training of students.

The applicant is licensed by the Tennessee Department of Health, Board for licensing Healthcare Facilities and certified by Medicare and Medicaid.

The most recent licensure survey was conducted on June 16, 2010 and no deficiencies were noted.

#### **SPECIFIC CRITERIA FOR CERTIFICATE OF NEED**

The applicant responded to all relevant specific criteria for Certificate of Need as set forth in the document *Tennessee's Health: Guidelines for Growth, 2000 Edition*.

#### **HOSPICE SERVICES**

##### **Need**

1. Hospices shall have the capacity to admit new patients in a quantity equal to the sum of:
  - a. 55% of the mean annual number of cancer deaths in the hospice service area during the preceding two years; and
  - b. 12% of the mean annual number of deaths from all other non-traumatic causes in the hospice service area during the preceding three years.

##### ***Projected Need/(Surplus) for Hospice Services Based on Resident Mortality Data 2011***

<b>County</b>	<b>Factor (a)</b>	<b>Factor (b)</b>	<b>Projected Need</b>	<b>2011 Existing Service Levels</b>	<b>Need or (Surplus)</b>
<i>Cheatham</i>	44	26	70	173	(103)
<i>Maury</i>	90	64	154	390	(236)
<i>Montgomery</i>	132	84	216	498	(282)
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<i>Sumner</i>	140	109	249	682	(433)
<i>Williamson</i>	126	75	201	576	(375)
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<b>Totals</b>	<b>933</b>	<b>600</b>	<b>1,533</b>	<b>3,915</b>	<b>(2,382)</b>

Source: *Tennessee Mortality Data, 2011 Provisional and the Joint Annual Report of Hospices 2011, Tennessee Department of Health, Division of Health Statistics*

2. New hospices shall be approved for Certificate of Need only if the projected need, as determined by this formula, exceeds existing service levels by 150 or more patients per year.

*The applicant states they intend to far exceed the 150 or more patients a year based on the 578 estimated individuals not presently served and 507 estimated African American and other ethnic citizens un-served.*

### **CON Review Criteria**

1. The application shall document the existence of at least one of the following three conditions to demonstrate a need for additional hospice services in an area:

- a. absence of services by a hospice certified for Medicaid and Medicare, and evidence that the applicant will provide Medicaid- and Medicare-certified hospice in the area; or

*Hospice Advantage of Nashville is a Medicaid and Medicare certified hospice agency operating in Davidson County and this will apply if approval for expansion is granted. While hospice providers are present in the market, the applicant states their analysis reveals an absence of services that are equally accessible and utilized by African Americans despite the presence of providers.*

- b. absence of services by a hospice that serves patients regardless of the patient's ability to pay, and evidence that the applicant will provide services for patients regardless of ability to pay; or

*All providers in the eight county proposed service area are Medicare and Medicaid certified. Hospice Advantage of Nashville will provide services regardless of the patient's ability to pay.*

- c. evidence that existing programs fail to meet the demand for hospice services for persons who have terminal cancer or other qualifying terminal illness.

*The 2011 National Healthcare Disparities Report release in April by the agency for Healthcare Research and Quality (AHRQ) provides statistical data that highlights disparities in access as being common, especially among ethnic groups and poor people. They include:*

- *Blacks had worse access to care than Whites for 32 percent of access measures;*
- *Asians had worse access to care than Whites for 17 percent of access measures;*
- *Hispanics had worse access to care than non-Hispanic Whites for 63 percent of measures; and*
- *Poor people had worse access to care than high-income people for 89 percent of measures.*

*The report further shows that access to health care did not improve for most racial and ethnic groups across the U.S. in the year 2002 through 2008. The report highlighted two points that are particularly relevant to this application:*

- *Between 2008 and 2010, Blacks were among the ethnic group less likely than Whites to receive end-of-life care consistent with their wishes; and*
- *Tennessee is among twelve states with the lowest overall quality of care.*

2. The applicant shall set forth its plan for care of patients without private insurance coverage and its plan for care of medically underserved populations. The applicant shall include demographic identification of underserved populations in the applicant's proposed service area and shall not deny services solely based on the patient's ability to pay.

*Hospice Advantage of Nashville will position itself as the hospice provider of choice for consumers regardless of race, payor or ability to pay. In 2011, the applicant provided 8.6% or \$25,444 of its total revenue in the form of charity services.*

## Exception to the Hospice Formula

The applicant must demonstrate that circumstances exist to justify the approval of a new hospice. Evidence submitted by the applicant must document one or more of the following:

1. That a specific terminally ill population is not being served;

*Hospice Advantage of Nashville requests that consideration being given to the following outside of the established parameters of the hospices formula:*

- *The verifiable hospice utilization disparity of African Americans in comparison to their White counterparts presented in this application. They estimate the disparity left 62% (507) African Americans in the eight counties area dying without hospice services in 2010;*
- *The proposed service area is characterized by double digit growth of the total population in all but one county and particularly noteworthy and significant to this application is the double digit growth in African American and other subgroups ranging from 13 to 34 percent from 2012 to 2020 exceeding their white counterparts in five of the eight counties; and*
- *The ongoing gap between national (42%) and State hospice utilization rate (36%) highlighted in the application left at least 578 residents (regardless of race) to die in 2010 without hospice services in the proposed service area.*

*Additionally, the results of health disparities that characterize African Americans and other ethnic population subgroups in the United States cannot be ignored. These health disparities when combined with the disparity in access to health care have a significant impact on the overall community. Almost 10% of the population in the eight county proposed service area is African Americans. In addition to the 2011 Healthcare Disparities Report of AHRQ, the Centers for Disease Control reports the following:*

- *Cancer is the second leading cause of death for most racial and ethnic minorities in the United States.*
- *Cancer hits African Americans particularly hard; this group is 33% more likely to die from all types of cancer than Whites, adjusting for age.*
- *African American men are over twice as likely to die of prostate cancer as Whites.*
- *Breast cancer is diagnosed 10% less frequently in African American women than White women, but African American women are 34% more likely to die from the disease.*
- *Hispanic women are 2.2 times as likely to have cervical cancer, and 1.5 times more likely to die from cervical cancer as compared to non-Hispanic White women.*
- *Both Hispanic men and women are twice as likely to have, and die from, liver cancer.*
- *Racial and ethnic minority groups, especially the elderly among these populations, are disproportionately affected by diabetes.*

2. That a county or counties within the service area of a licensed hospice program are not being served; and

*This criterion is not applicable.*

3. That there are persons referred to hospice programs who are not being admitted within 48 hours (excluding cases where a later admission date has been requested). The applicant shall indicate the number of persons.

*This criterion is not applicable.*

If the need for the exception to the hospice formula is justified, then the review criteria above shall also apply.



12/3/2012

State of Tennessee  
Health Services Development Agency  
500 Deaderick St., Ste. 850  
Nashville, TN 37243

381 Riverside Drive, Suite 440  
Franklin, TN 37064  
615-791-8499  
1-800-790-8499

Re: Hospice Advantage of Nashville f/k/a A Touch of Grace Hospice of  
Nashville, LLC  
Certificate of Need Application CN 1208-038: The Expansion this Hospice into  
Eight (8) Additional Counties

*With love and  
compassion,  
there is  
no bridge  
that can't  
be crossed.  
We are  
dedicated to  
making your  
journey one  
of peace,  
comfort,  
and dignity.*

Dear Agency Members:

Willowbrook Hospice Inc. is one of a variety of hospice agencies that serves the residents of the expansion counties being requested in this application. In 2011 Willowbrook provided 11,805 days of service to 166 hospice patients in these counties.

Based on Department of Health data and the current need formula, there is a projected surplus in all of these counties before even considering the ADDITIONAL CAPACITY that existing agencies have to serve the population in these areas as it continues to grow.

The applicant has provided no evidence or support of there being a need for an additional hospice agency in these counties.

I would appreciate consideration of these facts and the testimony of the other opposing agencies in your important decision. I plan to attend the December hearing to provide additional information in opposing this application.

Thank you for your time and service.

Respectfully,

  
Gregory Lammert  
Executive Director

# NHC HealthCare, Columbia

101 Walnut Lane  
Columbia, Tennessee 38401  
(931) 381-3112 Fax (931) 381-4870

2012 DEC -6 AM 10: 08

December 3, 2012

Melanie Hill  
Health Services and Development Agency  
500 Deaderick Street Suite 850  
Nashville, TN 37243

Ms. Hill,

It is our understanding that Hospice Advantage of Nashville (formerly Touch of Grace Hospice of Nashville) is seeking approval for a certificate of need (CON) in Maury County.

Currently, our community Hospice need is well taken care of by the current providers of Hospice care and we do not believe our community has a need for another provider. Through our current providers we experience a fast response to referrals with exceptional quality of care. Our hospice eligible patients have never been denied care due to geography or lack of quality Hospice employees and Organizations.

We hope that you will respectfully decline the CON in Maury County for Hospice Advantage of Nashville so that we continue to receive the right amount of Hospice services for our eligible patients.

Sincerely,



Brad Rector, Administrator

2012 DEC -6 AM 10: 08

November, 2012

Ms. Melanie Hill, Executive Director  
Andrew Jackson State Office Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

It is my understanding Hospice Advantage of Nashville, f/k/a A Touch of Grace Hospice of Nashville, LLC is seeking Certificate of need in Robertson county in addition of 7 counties to the existing hospice agency currently servicing Davidson County to include: Cheatham, Maury, Montgomery, Rutherford, Sumner, Williamson & Wilson.

Currently, our needs are well taken care of by the current providers of Hospice care and we do not believe that we would benefit from another hospice provider in this area. We currently experience fast response to referrals, immediate response to ongoing needs of hospice patients, and more than adequate care.

We hope that you respectfully decline this Certificate of Need in the above counties to ensure we continue to receive the right amount of hospice and end of life care to our eligible patients.

Sincerely,

AD



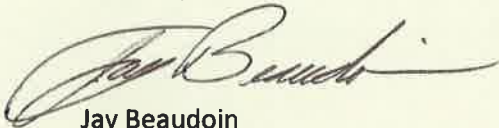
October 25, 2012

To Whom It May Concern:

It is my understanding that Hospice Advantage of Nashville has applied for a Certificate of Need in Sumner County. As a skilled nursing provider in Sumner County, I can say that our current (as well as historically) needs are more than being met by existing Hospice providers. We have contracts with three separate Hospice providers who do an outstanding job caring for our patients and families. In addition, I have been approached by several other Hospice providers who can provide services in Sumner County, but who I just don't have the need for. In my personal opinion, the addition of another Hospice provider in our county would provide no significant benefit to our residents.

If you would like to contact me personally about this important topic, please feel free to do so at the contact numbers below.

Sincerely,



Jay Beaudoin  
Administrator



2012 NOV 28 PM 4 00

November 29, 2012

Ms. Melanie Hill, Executive Director  
Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville CON Application

Dear Ms. Hill,

Enclosed please find letters of support received directly by the Hospice Advantage staff.

Thank you.

Vickie W. Harris  
Continuum Connexions LLC  
719 Shady Grove Drive  
Murfreesboro, TN 37128

2012 NOV 28 PM 4 00



*Celebrating life, dignity and independence.*

September 14, 2012

Tennessee Health Services & Development Agency  
500 Deaderick Street, Suite 850  
Nashville, TN 37 243

Re: Hospice Advantage, (formerly A Touch of Grace of Nashville)

Dear Board Members,

I am writing in support of the application for a Certificate of Need, (CON), of Hospice Advantage of Nashville, (formerly A Touch of Grace of Nashville), to be able to help families in need who live in the counties surrounding Davidson County.

There is an ever increasing need as the aging segment of our neighbors grows, and chronic illnesses are claiming more lives. A Touch of Grace, now Hospice Advantage, is committed to providing much needed services to the often times under served segment of our population, namely the African American and the poor. It has done so without having a negative impact on the other hospice companies operating in our area, because many times, their clients may not received the care and compassion at the end of their lives.

I believe that our neighboring counties could greatly benefit from Hospice Advantage being able to offer the same services to their residents that the people of Davidson County have been experiencing when they need it most.

Please vote in favor of the expansion of Hospice Advantage of Nashville.

Sincerely,



Pat Wissel

Owner/Administrator

November 15, 2012

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to include Murray county.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; African Americans and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should be allowed to improve access to those groups underserved or not served by existing agencies, particularly African Americans.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you.

Sincerely,

Name: Victor Harris

Title (if applicable): \_\_\_\_\_

Occupation or Business Name (if applicable):  
\_\_\_\_\_

Street Address: 812 Mulberry Drive

City: Columbia, TN

Email Address or Telephone Number:

931-540-8140

November 10, 2012

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to include all ~~county~~ counties requested.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; African Americans and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should be allowed to improve access to those groups underserved or not served by existing agencies, particularly African Americans.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you.

Sincerely,

Name:

JOE HARRIS

Title (if applicable):

PRESIDENT

Occupation or Business Name (if applicable):

HARRIS INTERACTIVE GROUP, LLC

Street Address: 978 WASHINGTON DRIVE

City: LEWISBURG, TN 37091

joeharris1689@live.com

(Janitorial and Residential Properties)  
serving South Central Tennessee

November 24, 2012

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to include Rutherford county.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; African Americans and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should be allowed to improve access to those groups underserved or not served by existing agencies, particularly African Americans.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you.

Sincerely,

Name: Tamara Crutcher

Title (if applicable): Case manager

Occupation or Business Name (if applicable):

Case Management Assessment Specialist

Street Address: 1911 Saddlebrook Dr X190

City: Murfreesboro, TN

Email Address or Telephone Number:

615-627-7143

November 15, 2012

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to include Rutherford county.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; African Americans and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should be allowed to improve access to those groups underserved or not served by existing agencies, particularly African Americans.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you.

Sincerely,

Name: Chundra Davis-Anderson  
Title (if applicable): RSM-Coordinator

Occupation or Business Name (if applicable):

Verizon Wireless Inc

Street Address: 300 Riverchase Blvd

City: Memphis, TN 38191

Email Address or Telephone Number:

931-205-4488

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

2012 NOV 28 PM 4 00

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

This letter is to support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice) beyond its present Davidson County area. The expansion should include the counties that border Davidson; Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

This expansion would align itself with the ever growing need as chronic diseases claim more lives and the aging population grows. It gives more choices to those such as the culturally diverse that many times fall through the cracks. A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. Noteworthy is it has done so without negatively impacting the business models of the long standing hospices that presently exist. Many of these patients and their families would not have otherwise not received end of life services. Considering all of the above, there is no reason this agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly,

Name

*Judy Carter*

Address

*2031 Antioch Pike*

Telephone

*615-781-2080*

Email address



2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37242

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

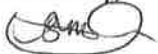
I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to the counties that border Davidson including Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; culturally diverse and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of the existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you,

Sincerely,



Name SUZETTE KELLY MD  
Address

Telephone Number  
Email address

**DICKERSON ROAD CLINIC**  
**1223 Dickerson Pike**  
**Nashville, TN 37207**  
**O 983-4150 F 227-0938**

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37242

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to the counties that border Davidson including Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; culturally diverse and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of the existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you,

Sincerely,

Name Kwamaine Robinson Date: 8/15/2012  
Address

Telephone Number  
Email address

**DICKERSON ROAD CLINIC**  
**1223 Dickerson Pike**  
**Nashville, TN 37207**  
**O 983-4150 F 227-0938**

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37242

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to the counties that border Davidson including Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; culturally diverse and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of the existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you,

Sincerely,



Name Ernest A. Turner MD

Address 3056 Horn Springs Rd  
Lebanon TN 37087

Telephone Number 615-522-3234

Email address TurnerMADE@Bellsouth.net

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37242

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to the counties that border Davidson including Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; culturally diverse and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of the existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you,

Sincerely,

Name

Address

Telephone Number

Email address

*Katie Williams - Tennessee Nurses Association*  
*107 28th St. Old Hickory, TN 37138*  
*706-974-3641*  
*Katie.lea.williams@gmail.com*

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Member:

I am writing in support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to include Cheatham, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

Hospice care is critical and all individuals, regardless of race, culture, creed, or income, should have access to these services. It is important to target those who are more likely to fall through the cracks in our community.

Please vote to approve the expansion of Hospice Advantage of Nashville to include these counties.

Thank you.

Sincerely,

Name

Louis TAPIN

Address

Telephone

615 848 1377

Email address

Louis.TAPIN@allprostaffing.com

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Member:

I am writing in support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to include Cheatham, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

Hospice care is critical and all individuals, regardless of race, culture, creed, or income, should have access to these services. It is important to target those who are more likely to fall through the cracks in our community.

Please vote to approve the expansion of Hospice Advantage of Nashville to include these counties.

Thank you.

Sincerely,

Name *Logan Sanderlin*

Address *4702-7 Tennessee Avenue Nashville, TN 37209*

Telephone *(615) 596-9129*

Email address *sanderlin.logan@yahoo.com*

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

2012 NOV 28 PM 4 00

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

This letter is to support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice) beyond its present Davidson County area. The expansion should include the counties that border Davidson; Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

This expansion would align itself with the ever growing need as chronic diseases claim more lives and the aging population grows. It gives more choices to those such as the culturally diverse that many times fall through the cracks. A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. Noteworthy is it has done so without negatively impacting the business models of the long standing hospices that presently exist. Many of these patients and their families would not have otherwise not received end of life services. Considering all of the above, there is no reason this agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly,

Name CHARLES PENNY  
Address 2644 HENRY GOWER RD, PLEASANT VIEW TN 37116  
Telephone 615-782-3723  
Email address CHARLES101974@GMAIL.COM

300#

August 17, 2012

2012 NOV 28 PM 4 00

Tennessee Health Services & Development Agency

Andrew Jackson Building

500 Deaderick Street, Suite 850

Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Member:

I am writing in support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to include Montgomery county.

Hospice care is critical and all individuals, regardless of race and income, should have access to these services and choices. A program that is sensitive to racial and cultural differences and targets those less likely to have access to these services at the end of life is important to our community.

Please vote to approve the expansion of Hospice Advantage Nashville to Montgomery county.

Thank you,

Sincerely,

A handwritten signature in blue ink, appearing to read "La'Sherryla R. Hill".

321 Walton Lane L-147

Madison, TN 37115

Lhill6136@gmail.com





DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

This letter is to support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice) beyond its present Davidson County area. The expansion should include the counties that border Davidson; Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

This expansion would align itself with the ever growing need as chronic diseases claim more lives and the aging population grows. It gives more choices to those such as the culturally diverse that many times fall through the cracks. A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. Noteworthy is it has done so without negatively impacting the business models of the long standing hospices that presently exist. Many of these patients and their families would not have otherwise not received end of life services. Considering all of the above, there is no reason this agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly

A handwritten signature in black ink that reads 'Don Van Zandt'.



**HEALTH**  
PATIENT INFORMATION  
LOGISTICS

DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

This letter is to support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice) beyond its present Davidson County area. The expansion should include the counties that border Davidson; Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

This expansion would align itself with the ever growing need as chronic diseases claim more lives and the aging population grows. It gives more choices to those such as the culturally diverse that many times fall through the cracks. A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. Noteworthy is it has done so without negatively impacting the business models of the long standing hospices that presently exist. Many of these patients and their families would not have otherwise not received end of life services. Considering all of the above, there is no reason this agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly

8 Cadillac Drive | Suite 450  
Brentwood, Tennessee | 37027  
P: 615.665.4200 | F: 615.665.8500  
[www.pilhealth.com](http://www.pilhealth.com)



DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

This letter is to support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice) beyond its present Davidson County area. The expansion should include the counties that border Davidson; Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

This expansion would align itself with the ever growing need as chronic diseases claim more lives and the aging population grows. It gives more choices to those such as the culturally diverse that many times fall through the cracks. A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. Noteworthy is it has done so without negatively impacting the business models of the long standing hospices that presently exist. Many of these patients and their families would not have otherwise not received end of life services. Considering all of the above, there is no reason this agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly

A handwritten signature in blue ink that reads 'John Gordon'.

8 Cadillac Drive | Suite 450  
Brentwood, Tennessee | 37027  
P: 615.665.4200 | F: 615.665.8500  
[www.pilhealth.com](http://www.pilhealth.com)



DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

This letter is to support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice) beyond its present Davidson County area. The expansion should include the counties that border Davidson; Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

This expansion would align itself with the ever growing need as chronic diseases claim more lives and the aging population grows. It gives more choices to those such as the culturally diverse that many times fall through the cracks. A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. Noteworthy is it has done so without negatively impacting the business models of the long standing hospices that presently exist. Many of these patients and their families would not have otherwise not received end of life services. Considering all of the above, there is no reason this agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly

A handwritten signature in black ink that reads 'Lance Carroll'. The signature is fluid and cursive.

8 Cadillac Drive | Suite 450  
Brentwood, Tennessee | 37027  
P: 615.665.4200 | F: 615.665.8500  
[www.pilhealth.com](http://www.pilhealth.com)



DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

This letter is to support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice) beyond its present Davidson County area. The expansion should include the counties that border Davidson; Cheatam, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

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Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly

A handwritten signature in black ink that reads 'Ray Long'. The signature is fluid and cursive, with a long horizontal stroke at the end.

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2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

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Truly

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DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

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Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly

A handwritten signature in black ink that reads 'David Glenn'.

8 Cadillac Drive | Suite 450  
Brentwood, Tennessee | 37027  
P: 615.665.4200 | F: 615.665.8500  
[www.pilhealth.com](http://www.pilhealth.com)



HEALTH

PATIENT INFORMATION  
LOGISTICS

DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

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Truly

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DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

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Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly

A handwritten signature in blue ink that reads 'Belinda Shapiro'.

8 Cadillac Drive | Suite 450  
Brentwood, Tennessee | 37027  
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DATA IN TIME TO MAKE A DIFFERENCE

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

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Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Truly

8 Cadillac Drive | Suite 450  
Brentwood, Tennessee | 37027  
P: 615.665.4200 | F: 615.665.8500  
[www.pilhealth.com](http://www.pilhealth.com)

**Harmony Family Healthcare**

3401 JOHN MALLETTE DR.SUITE 200

Nashville TN 37218

harmonyfamilyhealthcare@live.com

PHONE: 615-291-9923

FAX: 615-442-8335

Ethel Robertson, FNP-BC, Ed. D, MSN, MS, MSG

Carlotta Crawford, CNM, MN, MPH

Maureen Barton, CNM, MS, FACCE, IBCLC

2012 NOV 28 PM 4 01

August 28, 2012

Tennessee Health Services & Development Agency

Andrew Jackson Building

500 Deaderick Street, Suite 850

Nashville, TN 37243

RE: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Member

I am writing in support of the expansion Certificate for Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to include Robertson, Rutherford, Wilson, Cheatham and Sumner counties.

Hospice care is critical and all individuals, regardless of race and income, should have access to those services and choices. A program that is sensitive to racial and cultural differences and targets those most likely to access these services at the end of life is important to our community.

Please vote to approve the expansion of Hospice Advantage of Nashville to these Counties.

Thank you

Sincerely,

Ethel M.Robertson EdD, FNP/BC  
Provider



# CAREALL MANAGEMENT, INC.

326 HICKORY DRIVE  
Nashville, Tennessee 37211  
Telephone (615) 331-6137  
Fax (615) 331-5125

August 28, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear, Board Member:

I am writing in support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville to include Cheatham, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson.

Hospice care is critical and all individuals, regardless of race, culture, creed, or income, should have access to these services. It is important to target those who are more likely to fall through the cracks in our community.

Please vote to approve the expansion of Hospice Advantage of Nashville to include these counties.

Sincerely,

Name: Jimmy Carell  
741 A Legon Road  
Lebanon, TN 37090  
Telephone: 615- 781-0666  
jimmy@careallinc.com

DIRECTOR OF OPERATIONS

2012 NOV 28 PM 4 01

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37242

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to the counties that border Davidson including Cheatham, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; culturally diverse and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of the existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should not be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you,

Sincerely,

Name Princess Gleaves (Princess Gleaves)

Address

Telephone Number

Email address

pladd@unitedneighborhood.org

**DICKERSON ROAD CLINIC**  
1223 Dickerson Pike  
Nashville, TN 37207  
O 983-4150 F 227-0936



1451 Elm Hill Pike, Suite 100  
Nashville, TN 37210  
(615) 724-1488 Tel  
(615) 247-9944 Fax

2012 NOV 28 PM 4 02

August 31, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Member:

I am writing in support of the expansion Certificate of Need (CON) application of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to include Cheatham, Robertson, Williamson, Montgomery, Rutherford, Sumner, Maury, and Wilson counties.

Hospice care is critical and all individuals, regardless of race, culture, creed, or income, should have access to these services. It is important to target those who are more likely to fall through the cracks in our community.

Please vote to approve the expansion of Hospice Advantage of Nashville to include these counties.

Thank you.

Sincerely,

Michael Eastham  
Agency Director  
mdeastham@caringinc.com



Lake Providence

Missionary Baptist Church • H. Bruce Maxwell, Pastor

"Except the Lord build the house, they labour in vain that build it."  
2012 NOV 28 PM 4:02  
-Psalm 127 :1

September 12, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to the counties that border Davidson as well as Maury and Montgomery.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; African Americans and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to service the underserved in Davidson County. It also has done so without negatively impacting the business models of existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should be allowed to do the same beyond Davidson County.

Please vote to approve the expansion of Hospice Advantage of Nashville (A Touch of Grace of Hospice of Nashville).

Thank you.

Sincerely,

Rev. H. Bruce Maxwell  
Pastor



Tennessee Health Services & Development Agency

2012 NOV 28 PM 4 02

Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

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Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

A handwritten signature in blue ink, appearing to read 'D. Roberts', with a stylized flourish at the end.

Devin Roberts  
5640 Sango Road  
Clarksville, TN 37043  
931-220-3698  
Rer881@gmail.com



2012 NOV 28 PM 4 02

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of grace of Nashville)

Dear Board Member:

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Please vote to approve the expansion of Hospice Advantage of Nashville, (formerly A Touch of Grace Hospice of Nashville.)

Thank you in advance.

Shasta Moton, Medical Asst.

Truly,

Name

Address

Telephone

Email address

2012 NOV 28 PM 4 02

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37242

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

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Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you,

Sincerely,

Name  
Address



Telephone Number  
Email address

2012 NOV 28 PM 4 02

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Andrew Jackson Building  
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Nashville, TN 37242

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Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you,

Sincerely,

Name

Address

Telephone Number

Email address

*Katie James, JPA*  
2031-Antioch PK. Antioch, TN 37013  
615-781-2080

November 28, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to include Rutherford county.

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Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you.

Sincerely,

Name: Gutchen Davidson Smith

Title (if applicable): \_\_\_\_\_

Business Name (if applicable): \_\_\_\_\_

Street Address: 1907 Robinson Rd

City: Murfreesboro

Email Address or Telephone Number: \_\_\_\_\_

November 28, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

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Please vote to approve the expansion of Hospice Advantage of Nashville (formerly A Touch of Grace of Hospice of Nashville).

Thank you.

Sincerely,

Name:

Title (if applicable):

Business Name (if applicable):

Street Address:

City:

Email Address or Telephone Number:

J1pincheon@gmail.com

November 28, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

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Thank you.

Sincerely,

Name: Amy J. Atwater

Title (if applicable): \_\_\_\_\_

Business Name (if applicable): \_\_\_\_\_

Street Address: 1034 N. HIGHLAND AVE STE C.

City: MEMPHIS, TN 37130

Email Address or Telephone Number:

\_\_\_\_\_

November 28, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

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Thank you.

Sincerely,

Name: Janet Poek

Title (if applicable): \_\_\_\_\_

Business Name (if applicable): \_\_\_\_\_

Street Address: 2225 Oakleigh Dr

City: Memphis, TN 37129

Email Address or Telephone Number:

\_\_\_\_\_

November 28, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage of Nashville (formerly A Touch of Grace of Nashville)

Dear Board Members:

I am writing this letter of support for the application for a Certificate of Need (CON) of Hospice Advantage of Nashville (formerly A Touch of Grace Hospice of Nashville) to expand beyond its Davidson County service area to include Kentucky county.

The proposed expansion aligns with an ever increasing need as chronic diseases claim more lives and the aging segment of the population grows. It also addresses those that often fall through the cracks of our health care system even at the end of life; African Americans and the poor. Noteworthy is that A Touch of Grace Hospice, now Hospice Advantage of Nashville, has proven its commitment to serving the underserved in Davidson County. It has also done so without negatively impacting the business models of existing hospices because their clients likely would not have received end of life services. Based on the above, there is no reason the agency should be allowed to improve access to those groups underserved or not served by existing agencies, particularly African Americans.

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Thank you.

Sincerely,

Name: Gail C. Gansil

Title (if applicable): \_\_\_\_\_

Business Name (if applicable): \_\_\_\_\_

Street Address: 3014 Palace Pl.City: Murfreesboro, TN 37129Email Address or Telephone Number:  
\_\_\_\_\_



**Greater First Baptist Church Lewisburg, Inc.**

512 Fifth Avenue North

Lewisburg, TN 37091

Fax: 931-270-1016

Phone: 931-359-1371

Website: [greater1st.com](http://greater1st.com)Email: [gfbcl@bellsouth.net](mailto:gfbcl@bellsouth.net)

November 28, 2012

Tennessee Health Services & Development Agency  
Andrew Jackson Building  
500 Deaderick Street, Suite 850  
Nashville, Tennessee 37243

Dear Board Members:

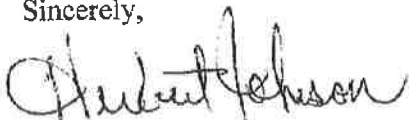
My name is William Herbert Johnson and I am the current pastor of Greater First Baptist Church in Lewisburg. I have held this position for almost sixteen years. I am writing this letter in support of *Hospice Advantage of Nashville*. I hope this board will consider and accept the application for this organization to expand its services beyond Davidson County. From my experiences of ministering to bereaved families in Marshall, Maury, and Rutherford County areas, these services are much needed.

From an African-American pastor's perspective ministering to families in the rural area, the expansion of *Hospice Advantage of Nashville* (formerly A Touch of Grace of Nashville) will greatly benefit pastors, churches, and families in these areas. From past experiences with this organization, I deem this organization worthy to adequately address the end of service needs of all families in these counties, especially the African-American community and people on fixed income and below.

Many in the above description are not familiar with end of life services. As a trained chaplain, I am aware of the importance of end of life services. Regretfully, many pastors in these areas can't provide these types of service due to lack of training or job and family responsibilities. I believe it is very important for the communities and counties that this agency's services are available for counties beyond Davidson County.

Please cast your vote to approve the expansion of *Hospice Advantage of Nashville* (formerly A Touch of Grace of Hospice of Nashville).

Sincerely,



William Herbert Johnson, MDiv.

**"Spreading the Love of Jesus"**

Pastor: William Herbert Johnson  
931-703-3000

Church Secretary: Vanessa Campbell  
931-637-3179

2012 SEP 21 AM 9:47



*Celebrating life, dignity and independence.*

September 14, 2012

Tennessee Health Services & Development Agency  
500 Deaderick Street, Suite 850  
Nashville, TN 37243

Re: Hospice Advantage, (formerly A Touch of Grace of Nashville)

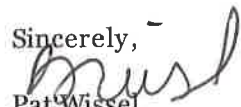
Dear Board Members,

I am writing in support of the application for a Certificate of Need, (CON), of Hospice Advantage of Nashville, (formerly A Touch of Grace of Nashville), to be able to help families in need who live in the counties surrounding Davidson County.

There is an ever increasing need as the aging segment of our neighbors grows, and chronic illnesses are claiming more lives. A Touch of Grace, now Hospice Advantage, is committed to providing much needed services to the often times under served segment of our population, namely the African American and the poor. It has done so without having a negative impact on the other hospice companies operating in our area, because many times, their clients may not received the care and compassion at the end of their lives.

I believe that our neighboring counties could greatly benefit from Hospice Advantage being able to offer the same services to their residents that the people of Davidson County have been experiencing when they need it most.

Please vote in favor of the expansion of Hospice Advantage of Nashville.

Sincerely,  
  
Pat Wissel  
Owner/Administrator